

# The American Perfumer

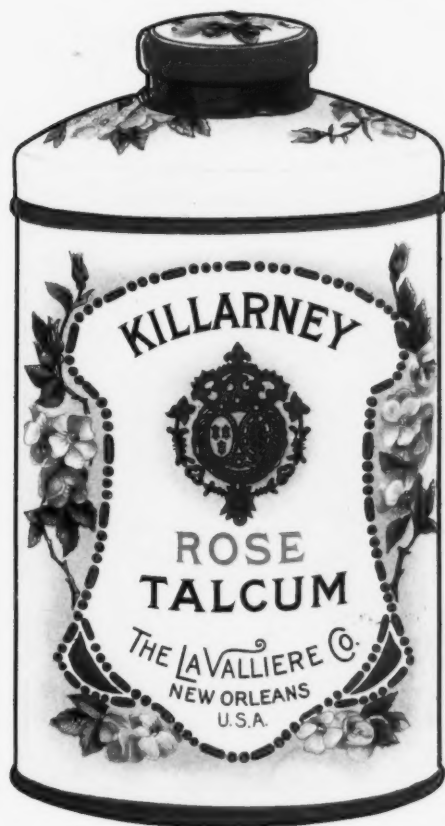
and Essential Oil Review

PERFUMER PUBLISHING CO.

OCT. 1916

80 MAIDEN LANE, NEW YORK

VOL. XI  
NO. 8



( SEE PAGE IX )

## AMERICAN CAN COMPANY

( STOPPER FACTORY )  
NEW YORK

USED BY THE LARGEST CONSUMER

MUST BE A REASON FOR IT

BERTRAND'S CONCRETES AND ESSENTIAL OILS

PETCHEFF'S OTTO OF ROSE

PURITAN BRAND ESSENTIAL OILS AND

SYNTHETICS

SELLING AGENTS

ROCKHILL & VIETOR FOR

21 Cliff St., New York, 140 No. Market St., Chicago.

Cover Lithographed by THE ADDISON LITHOGRAPHING CO. Rochester, N.Y.

# GLYZZEROL B

A substitute for

C. P. Glycerine at half the price

Write for particulars.

**THE ARABOL MANUFACTURING COMPANY**  
100 WILLIAM STREET NEW YORK

**TALC**  
ALL GRADES  
FOREIGN and DOMESTIC

INQUIRIES SOLICITED

**STEARATE OF ZINC**

A guaranteed U.S.P. product for use  
in Face Powders and Toilet  
Preparations

Samples and quotations on request

**W. B. DANIELS, 252 Front St., New York.**

# HONEYSUCKLE

(CHEVREFEUILLE)

A new Honeysuckle Synthetic representing  
the latest work of our research laboratory

**CHUIT, NAEF & CO., Geneva, Switzerland**

M. NAEF & CO., Successors

**UNGERER & CO., SOLE AGENTS 273 Pearl St., N. Y.**

514 Arch St., PHILADELPHIA

326 W. Madison St., CHICAGO

417 Market St., SAN FRANCISCO

# The American Perfumer

## and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.  
TEN CENTS A COPY.

NEW YORK, OCTOBER, 1916

Vol. XI. No. 8.

THE AMERICAN PERFUMER  
and ESSENTIAL OIL REVIEW  
PUBLISHED MONTHLY.  
PERFUMER PUBLISHING COMPANY  
80 Maiden Lane.

LOUIS SPENCER LEVY, President and Treasurer, } 80 Maiden Lane  
EDWARD W. DREW, Secretary - - - } New York  
Entered as Second-class Matter March 22d, 1907, at the Post Office  
at New York, N. Y., Under the Act of Congress of March 3d, 1879.

### TERMS OF SUBSCRIPTION

The United States and Possessions, . . .	\$ 1.00 A Year
Canada and Mexico, . . . . .	1.50 " "
Foreign, . . . . .	2.00 " "

MANUFACTURING PERFUMERS' ASSOCIATION.—President, A. M. Spiehler, 202 Court street, Rochester, N. Y.; Secretary, Walter Mueller, 309 Broadway, New York.

FLAVORING EXTRACT MFRS. ASSN.—President, Frank L. Beggs, Newark, Ohio; Secretary, Gordon M. Day, Milwaukee, Wis.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—C. O. Sethness, Chicago, Ill.; Edward Post, Secretary and Treasurer, 400 N. Fifth street, Philadelphia, Pa.

BARBERS' SUPPLY DEALERS' ASSOCIATION.—President, Bernard De Vry, 26 Main street, Evansville, Ind.; Secretary, G. G. Thomas, Des Moines, Iowa.

### CONTENTS

Copyright, 1916, by Perfumer Publishing Company

EDITORIAL:	Page.
Proposed Extract and Spice Merger.....	218
1916 Oil and Perfumery Census.....	218
Perfumery Imports Higher.....	219
Novel Idea in Price Maintenance.....	220
Babson's Trade Outlook.....	221
Are Zinc Preparations in Face Powders Injurious?.....	222
Some Phases of the Citrus By-product Industry in California.....	224
Olive Oil Refining in France.....	225
FLAVORING EXTRACT SECTION:	
Adjourned Annual Meeting F. E. M. A.....	226
Official Reports of Association.....	227
Pure Food and Drug Notes.....	228
SOAP INDUSTRY SECTION:	
The Chemical Exhibit and Meeting.....	229
Estimating the Value of Soap.....	229
Soap Containing Hydrocarbons.....	230
The Analysis of Soap Powders.....	231
Importance of the Varrentrap Reaction in Fats and Soaps.....	233
Glycerine Substitutes in Germany.....	235
Market Review on Tallow, Glycerine, Chemicals, etc.....	236
Trade Notes.....	237
New Incorporations.....	240
New Publications, etc.....	240
Obituary Notes.....	241
Patents and Trade Marks.....	242
Treasury Decisions.....	245
Foreign Correspondence and Market Report.....	246
Soaps and Perfumery in Peru.....	248

### NO PANIC LIKE 1907 POSSIBLE.

"Never before in the history of the United States has such prosperity been known as at the present time."

Charles S. Hamlin, of Massachusetts, member of the Federal Reserve Board and the first governor of that body, made this statement to the American Association of Public Accountants at its annual banquet at the Hotel Waldorf-Astoria.

Mr. Hamlin went on to say that current prosperity was on a solid foundation and would continue. He added:

"There is no possibility of a repetition of the panic of 1907 or of a stringency of the currency. The enactment of the Federal Reserve Act has provided an elastic currency, which would overcome any tendency toward a panic."

### TO CORRECT LEGAL ABUSES.

The National Drug Trade Conference is sending out circular letters in connection with its work in seeking complaints of malfeasance or substantial errors of judgment by both Federal and State inspectors and agents in the enforcement of the pure food and drug, narcotic and similar laws. A committee was appointed by the conference in December, 1915, composed of pharmaceutical specialists to investigate the matter of the interpretation and enforcement of the food and drug laws, and this committee asks the co-operation of every jobber, wholesaler, manufacturer and retailer that real evils may be remedied. In a recent circular the committee said:

A recently issued State bulletin announces that the tincture lemon peel, U. S. P., of a prominent manufacturer was "two-fifths standard strength. Misbranded and adulterated." The name of a reputable druggist as well as the manufacturer's was published in connection. Inquiry disclosed that this libelous statement was based on the supposition that tincture lemon peel, U. S. P., should contain the amount of oil required of lemon extract.

This is a sample of abuses that are sought to be remedied by the scheme explained in the circular. John C. Wallace, of Newcastle, Ind., is president of the conference, and Charles Woodruff, of Detroit, is secretary.

### MORE OFFICIAL MEDDLING.

E. F. Burke, agent of the New York State Department of Agriculture, has written to a number of flavoring oil and extract makers, saying:

"Arrangements have been made with Commissioner Wilson for a conference at his office at Albany on Friday, October 27, at 11:30 a. m., to consider the question of essential oils and synthetic ethers.

"We would be glad to have your concern represented at this conference."

Undoubtedly, the object of this conference is to approve or modify the ruling of Mr. G. L. Flanders, counsel of the department, as to the labeling of compound or artificial oils or extracts. As this ruling, which was published on page 197 of our September issue, was approved by Commissioner Wilson, we see no good reason for holding a conference. Possibly Agent Burke does not approve the action of his superior, or is genuinely desirous of learning. In either case, we fail to see where there is any need for essential oil or extract makers to rush to Albany. Should the department wish to recede from its well-taken attitude and prosecute extract makers who label their products truthfully, and in accordance with the department's own rulings, a strong fight will be the result.

If our opinion is asked we shall advise inquirers to pay no attention to the summons.

### THE PROPOSED EXTRACT AND SPICE MERGER.

In the report of the adjourned meeting of the F. E. M. A., that appears on another page of this issue, will be found the details of the action taken regarding the proposed merger with the American Spice Trade Association. As pointed out in our September issue the general sentiment appears to be against amalgamation with any association in which the supply men are in control. We believe that if the Spice Association is willing to divide its membership into two classes, viz.: *active* members, consisting of spice grinders, and *associate* members, consisting of spice dealers, importers and brokers; and if they will, furthermore, place the management of the re-constituted association in the hands of the active members, that the F. E. M. A. will consent to the amalgamation.

This attitude is, we think, the proper one and we feel quite assured that if an amalgamation is effected along these lines, it will prove beneficial to both groups of manufacturers.

### PERFUMERS' BOARD MEETS.

The Executive Board of the Manufacturing Perfumers' Association of the United States held a meeting at the Biltmore Hotel in this city on September 27. Those present were: Adolph M. Spiehler, of Rochester, the president; S. S. West, of Cleveland, the first vice-president; F. F. Ingram, of Detroit, the second vice-president; A. B. Calisher, of New York, the treasurer; Gilbert Colgate and D. H. McConnell, of New York, members of the board, together with the secretary, Walter Mueller and the counsel, Abel I. Smith, Jr.

Those present enjoyed a luncheon, at which there was general exchange of felicitations on account of the banishment of the war revenue stamp taxes on the perfumery industry. The tariff also was discussed, and the secretary was ordered to send out a circular to the members asking them to vote on a proposal to change the name of the

association. It was argued that some other name might have prevented a Congressman from suggesting that the association be made a victim of a continuance of the war revenue tax. The Congressman's point was not acted upon. As Secretary Mueller describes it in his official circular to members, it was a "narrow escape of our organization by the name of the Manufacturing Perfumers' Association."

In this bulletin, the secretary reports that the Executive Board has recommended a change in the name of the association to the following: "The National Association of Manufacturers of Hygienic Products." The reason given for urging this change is that "by making the 'beauty appeal' subsidiary to the 'hygienic appeal,' the thorough development of the enormous outlet for our products might conceivably encounter considerably less resistance than is the case at present."

Those who share this view would do well to study the fundamentals of feminine psychology, for it sometimes appears that woman, lovely woman, lends a more willing ear to the song of Adonis than to that of Hercules, who acquitted himself well in one of the greatest sanitary projects described in either fact or fancy.

While "a rose by any other name would smell as sweet," we believe that Congress and others to whom appeals sometimes are made for favors or justice, will as readily identify the perfumers and their products under the proposed new name as under the old.

The members of the board transacted routine business, and, naturally, the chief feature of local interest was the announcement that by an overwhelming vote of the members the next annual meeting will be held in New York City, April 10-12, 1917.

### 1914 OIL AND PERFUMERY CENSUS.

The just-issued census returns for the essential oil industry in the year 1914 show that in the United States the value of products was double that of five years previously. The number of establishments was not quite double, the number of employes and the amount of capital invested were not very much larger, and, taken at its face value, the census shows an enormous increase in product without a corresponding increase in the cost of production. These are the official figures as issued by Director Sam. L. Rogers, of the Bureau of Census:

	Census.		Per cent. of increase (†)
	1914 (*)	1909 (*)	
Number of establishments.....	105	68	54.4
Persons engaged in manufacture.....	435	408	6.6
Proprietors and firm members.....	116	73	58.9
Salaried employes.....	70	45	55.6
Wage earners (average number).....	249	290	-14.1
Primary horsepower.....	2,309	1,218	89.6
Capital.....	\$1,616,682	\$1,365,438	18.4
Services.....	238,607	184,495	29.3
Salaries.....	105,335	61,505	71.3
Wages.....	133,272	122,990	8.4
Materials.....	1,564,835	1,255,478	24.6
Value of products.....	2,313,606	1,737,234	33.2
Value added by manufacture (value of products less cost of materials).....	748,771	481,756	55.4

(\*) In addition there were 2 establishments in 1914 and 6 in 1909 that reported the manufacture of essential oils as a subsidiary product.

(†) A minus sign (—) denotes a decrease.

In one issue of August, page 157, we gave the figures of the perfumery and cosmetic census. Briefly, it showed an increase of establishments from 429 to 559 and an increase in value of products from \$14,211,969 to \$17,718,369.

## NATIONAL RETAIL DRUGGISTS.

The eighteenth annual convention of the National Association of Retail Druggists was held at Indianapolis, Ind., September 18-22, and was well attended. The association's assets are \$28,481, and it has a surplus of \$25,247, larger than in any previous year except 1915, when the amount was \$933 greater. These are the officers elected for 1916-17:

*President*—ROBERT J. FRICK, of Louisville, Ky.  
*First Vice-President*—WALTER H. COUSINS, of Dallas, Tex.

*Second Vice-President*—E. W. STUCKY, of Indianapolis, Ind.

*Third Vice-President*—W. B. CHEATHAM, of San Francisco, Cal.

*Secretary*—THOMAS H. POTTS, of the United States.

*Treasurer*—GRANT W. STEVENS, of Detroit, Mich.

*Members of the Executive Committee*—JAMES F. FINNERAN, of Boston, Mass., chairman (has one year of his term to serve); JAMES P. CROWLEY, of Chicago, Ill. (re-elected for three years); T. F. HAGENOW, of St. Louis, Mo. (elected for three years); CHARLES H. HUH, of Minneapolis, Minn. (has two years of his term to serve); CHARLES F. HARDING, of Cincinnati, Ohio (has two years of his term to serve); and S. A. ECKSTEIN, of Milwaukee, Wis. (elected for one year to fill unexpired term).

Resolutions were passed urging price-maintenance legislation and favoring the Paige patent law bill. Premium and trading stamp schemes were condemned. Another resolution of interest was this:

*Resolved: That we continue our efforts to have the Department of Agriculture provide a simple food and drug law guaranty clause that will not be misleading.*

## WHOLESALE DRUGGISTS' ASSOCIATION.

The forty-second convention of the National Wholesale Druggists' Association, held the first week of this month in Baltimore, was well attended and proved to be of exceptional interest to the members. President Charles Gibson delivered an interesting address, reviewing conditions in the trade. One of the important resolutions adopted was in favor of the metric system. Prof. Joseph P. Remington explained the modus of the United States Pharmacopoeia in a thoughtful and appreciated address. The new officers elected are as follows:

*President*—JAMES W. MORRISON, Chicago, Ill.

*First Vice President*—HARVEY H. ROBINSON, Baltimore.

*Second Vice President*—WILLIAM SCOTT.

*Third Vice President*—I. A. SOLOMONS.

*Fourth Vice President*—S. D. ANDREWS.

*Fifth Vice President*—NELSON P. SNOW.

*Members of the Board of Control*—C. E. BEDWELL, chairman; GEO. R. MERRELL, A. D. PARKER, F. C. GROOVER, L. D. SALE.

Later the board of control, after being installed, re-elected F. W. Holliday, of New York, secretary, and Evans E. A. Stone, of New York, assistant secretary. The Title Guaranty & Trust Co. of New York was appointed treasurer.

## INSECTICIDE MAKERS MEET DEC. 11-12.

The time and place for the annual meeting of the Insecticide and Disinfectant Manufacturers' Association were arranged at a meeting of its board of governors, held October 4, at 192 Broadway. The convention will be held in New York City about December 11 and 12.

Consideration was given at the governors' meeting to the bill recently introduced in Congress by Senator Wadsworth, of New York, providing for the labeling of the phenol coefficient numbers on all disinfectants. Benjamin

## ONE WAY TO WIN SUCCESS

(From the *Notion and Novelty Review*.)

It is a significant fact that the biggest men in every field are voracious readers of their trade journals. Take the learned professions, for instance—law and medicine—or the scientific fields—engineering—the recognized leaders are not only readers of their respective papers, but they are often frequent contributors. Specialists themselves, they appreciate the value of specialized knowledge and know that it is only through their own class publication that they can establish and maintain that close touch with developments in their field that is so essential to success.

M. Kaye, secretary of the association, reported that he had received letters from most of the members and that they were practically unanimous in opposing the passage of this measure in its present form.

## PERFUMERY IMPORTS HIGHER.

The detailed quarterly report of the Department of Commerce for the first quarter of this year, only recently available, enables us to print these comparisons of the value of imports entered for consumption in this country:

	Quarter Ending Sept. 30, 1915.	Quarter Ending Mar. 31, 1916.
Essential and distilled oils.....	\$589,848	\$950,380
Perfumery, cosmetics and toilet preparations .....	631,461	723,048
Soaps, all kinds.....	155,336	154,112
Spices, etc.....	999,323	2,237,750

The oil statistics show the following import items, among others, for the quarter ending March 31, 1916, values being stated: Anise, \$51,934; bergamot, \$92,065; citronella and lemon grass, \$67,541, a loss of \$9,000; Jasmine, \$6,413; lavender, etc., \$132,555; lemon, \$147,142; neroli, \$15,959; orange, \$44,308; origanum, \$1,763; peppermint, \$5,030; rosemary, \$11,406; otto of rose, \$11,645. Lemon gained nearly \$80,000, neroli \$6,000, rosemary \$9,000, and orange \$21,000. Otto of rose and origanum showed decreases. Lavender and bergamot exhibited big increases.

In the perfumery statistics, among the items in the January to March quarter of 1916 are the following: Bay rum or bay water, \$179; floral essences containing no alcohol, \$77,766; floral or flower waters, containing no alcohol, n. s. p. f., \$6,220; perfumery, including cologne, and other toilet waters, articles of perfumery, whether in sachets or otherwise, and all preparations used as applications to the hair, mouth, teeth or skin, such as cosmetics, dentifrices, including tooth soaps, pastes, including theatrical grease paints and pastes, pomades, powders and other toilet preparations, containing alcohol, \$198,963; same not containing alcohol, \$293,035; substances, preparations and mixtures, odoriferous or aromatic, used in the preparation of perfumes and cosmetics, n. s. p. f., not containing alcohol, \$156,568. There was an increase in floral essences of nearly \$20,000. The alcoholic perfumery item increased \$41,000, and the non-alcoholic advanced about \$20,000,

while "substances" showed \$8,000 higher than in the comparative quarter.

In soaps for the January-March quarter of 1916: Castile, \$90,167; medicinal, \$2,615; toilet, perfumed, \$36,247; toilet, unperfumed, \$16,022; all other kinds, \$2,758. Castile fell off \$8,000, perfumed soaps gained \$10,000, and unperfumed soaps dropped \$6,000. Medicinal soaps gained \$2,300.

#### TOILET GOODS AND THE WAR.

In its last issue the *Notion and Novelty Review* makes this comment on the effect of the European war on the toilet goods trade in this country:

According to the views of a prominent buyer of toilet goods, the increase in business in these lines during the last two years has been brought about by the restrictions of war. Tourists have confined their travels and outings to this country and have bought their supplies here instead of bringing them from Europe as heretofore. Some houses had on hand large consignments of imported goods and have been able to obtain repeat orders, with little difficulty, up to the present time. This prevented any great advance in price; but now shortages, delays and various hindrances are being made manifest, and unless the conflict soon ends, imports will become rarities and prices prohibitive.

While we must accord to a degree with the views expressed, it is evident that the editor ignores the advances made by manufacturers of perfumery in the United States and Canada. In other words, the "Made in America" slogan seems to have been lost on this editor, for, as a matter of fact the increase of trade in toilet specialties chargeable to the war has largely turned to American goods. Manufacturers in this country have the benefit of expert help and advice from abroad and many of them have served apprenticeships, if we may call it that, in the European fields of flowers and fragrance. Some houses which formerly utilized laboratories on both sides of the ocean are planning to make the one on the American side the chief instead of the secondary end of their business.

#### IN THE BARBERS' SUPPLY FIELD.

Mr. Bernard DeVry, the new president of the Barbers' Supply Dealers' Association of America, has issued a very interesting address to the members of the organization. After thanking the members for the honor conferred upon him, he reviews the association's work of the last ten years and makes suggestions for its future conduct. In part, he utters these words of wisdom in urging the members in various localities to form local organizations, or, at least, to get together locally and discuss conditions, instead of depending on the national body once a year for consultation and acquaintance:

"I wish I could eliminate from the minds of our members every thought of jealousy and mistrust in our fellow tradesmen so that they would meet with the sincere desire to help themselves through each other. It is false philosophy to think you can starve out your competitor by cutting of prices, repaying freight and other inducements. You starve with him if you begin to practice it. This good old world pays us back in our own coin only.

"Whatever we cultivate we earn, our competitor is just as good a fellow, just as clever as we imagine we are ourself. We can only profit by meeting him on the square and having a proper understanding with him, and I want to tell you a few freight charges saved a day amount to so many dollars at the end of a year you won't know how to spend it all on your vacation.

"Now this is our practical remedy for your ills. It has proven so very effective in several localities. You can watch each other so nicely and call any irregularity to the offender's attention so vividly that he takes real pains and efforts so it don't happen again. This, as you see, eliminates our national officers of 90 per cent of the work, and what's more, the work is done where it belongs, but the national officers can do a great deal to get this local combination started.

"Maybe you hate to make the first approach to your competitors, and here is where the secretary and the other officers come in who are well acquainted with all of the dealers and know how to arrange such a matter most diplomatically, and you who have read this address attentively and have an earnest desire to improve your lot and that of your family, write us at once, giving the names of your immediate competitors who cover your field and we will put our good offices to work and I assure you results. Do this as your part of this work or keep peace ever after blaming the officers of the association of not having done anything for you."

President DeVry's address is supplemented by a spirited and timely article on "Neighborhood Barbers' Supply Clubs," from the pen of Mr. A. J. Krank, of St. Paul, long a worker in the association and a member of its executive committee. Mr. Krank points out, in a most convincing way, the value of friendly relations among firms in the same locality. His paper has been sent to all of the members of the association.

#### FOE OF EXTRACTS PASSES AWAY.

In our last issue we directed attention to an editorial in the Quincy (Ill.) *Journal* in which housewives and others were advised to discard spices and flavoring extracts and use herbs instead, which they might grow in their gardens if they lived in bucolic districts or cultivate on their window sills, if they inhabited flats in the cities. Even as we commented upon the impractical idea the author of it passed away.

Hiram N. Wheeler, founder, owner and editor of the Quincy *Journal*, is dead. He reached the ripe age of 71, and in his time had served his country as a soldier in the Civil War. For thirty-five years he was an editor, and his eccentricities won for him both friends and enemies. He was of the old school of journalism, and preferred the old ways to the new ideas in almost everything. May his soul rest in peace and may his successor be more favorable to the Flavoring Extract Manufacturers' Association.

#### NOVEL IDEA IN PRICE MAINTENANCE.

In prosecuting price-cutters, the Ingersoll watch people have made an interesting move which will be followed with interest by students of the price-cutting problem. It is an equity suit against a Washington druggist, Philip G. Affleck, asking for an injunction to restrain Affleck from selling Ingersoll watches for 79 cents, when the established price is one dollar.

The interest lies in the novel point on which the Ingersoll suit is based. Ingersoll, in his pleadings, segregates his own interest in the merchandise—that is the name—as a separate bit of property. He admits Affleck has a right to sell watches for 79 cents if he chooses to, but asserts he has no right to sell or enjoy more than the actual merchandise. In other words, Ingersoll claims that the name is the tangible property of himself; the thing in which he invested advertising and which he never sold with the

watch, save in return for an assent to the terms of resale. The court is asked to compel Affleck to remove the name from the watches if he is to take advantage of Ingersoll's investment of money in the salability which that name represents. In the issue is wrapped up all the contention which specialty manufacturers have made in connection with the Stevens bill and a wide variety of similar issues.

### BABSON'S TRADE OUTLOOK.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

Nearly all of our reports show that fall business conditions are extremely favorable and almost everyone is planning for continued prosperity. In fact, the greatest danger now seems to be over-confidence and lack of caution. Therefore, let us stop and coolly consider the real fundamental conditions as they now stand, and base our plans on them, rather than on public sentiment or on the opinions of our friends.

In many respects we are now on an artificial basis. While the actual proportion of war orders to our total business activity may not be large, still the war, through both financial and commercial channels, is having a far-reaching effect. Take, for instance, the subject of commodity prices. During the last two years the average of United States commodity prices has advanced about 35 per cent., which is more than twice as great as the increase during any other prosperity period since the Civil War. By far the principal cause of this increase is the war. Not only has it created an abnormal demand for certain products, but it has also been the cause of so great an expansion in our supply of money that its purchasing power has been lessened. This latter influence is, of course, less marked in the United States than in the belligerent countries, but it is nevertheless now becoming an important factor over here.

It is always very easy for business to become adjusted to a basis of higher prices, and history shows that such an adjustment has always been accompanied by great apparent prosperity. The trouble comes when the inevitable readjustment to lower prices occurs. Such a readjustment is bound to come some time—certainly at the first signs of peace. This is why we urgently advise clients to buy most supplies moderately. It is the only safe method to pursue. Commodities may not immediately fall if the war drags on, but some day the war will suddenly end, and then look out!

Fully 75 per cent. of our exports are going to the belligerent nations. When peace comes again there is certain to be a sharp decline in nearly all of our exports to the belligerent countries. Some construction work will be necessary, but it can in no wise compensate for the loss of war orders. Moreover, in order to pay the cost of war the European nations must sell as much as they can and buy as little. This does not mean that there will not be opportunities in foreign trade, but we cannot hope to see a continuance of our present two billion-dollar trade balance. In this connection, we again urge United States manufacturers who are interested in trade with Latin-American and certain other nations to consider the establishment of branch factories in those countries.

The expansion which will be most difficult to deflate will be that in the labor market. Here, too, the war is a leading factor. Not only have a large number of workmen been absorbed in industries making military supplies, but war also has reduced our immigration by about 700,000 persons a year. In many industries labor costs have advanced 50 per cent. or more. When earnings fall off, however, it is going to be a difficult matter to reduce wages, and any such movement will be met with the bitterest opposition.

This is one reason why we so strongly urge employers to adopt profit-sharing. By so doing they will not only satisfy their employees during such times as these, but they will also make it possible automatically to

### OUR ADVERTISERS—XXII.

ROCKHILL & VIETOR,  
22 Cliff St., New York.  
Essential Oils and Synthetics.

PERFUMER PUBLISHING CO.,  
80 Maiden Lane, New York.

Gentlemen: We would like to express to you the satisfaction we have had in the advertisements placed by us in your publication. They have brought us business and have made us feel that to give up using your paper would be detrimental to us.

Yours very truly,

ROCKHILL & VIETOR.

**reduce expenditures when hard times again make retrenchment necessary. This is the one solution to the great labor problem.**

The unparalleled expansion in our money supply is becoming a serious factor. The amount of money in circulation in the United States has increased to \$39.59 per capita. This is \$5.06 more money for every person in the United States than we had before the war—an increase of about 15 per cent. The new banking system has been in part responsible for this expansion, but gold imports for European account are the prime factor. Since the war started the stock of gold in the United States (except that used in the arts) has been increased by fully \$675,000,000.

A glance at the bank statements will show what a widespread effect this new money has had. While the effect of gold imports is seen to a greater extent in New York than in the other centers, still the Federal Reserve system is rapidly distributing these funds throughout the country, so that all sections are booming from this artificial stimulant. Every movement toward tighter money is immediately checked by a flood of gold from England.

Moreover, as long as the war lasts or as long as the Allies' gold supply holds out, this practice will doubtless be continued. No substantial advance in rates can take place under these conditions. How long the Allies' gold will hold out it is impossible to say, but when these gold shipments cease, we shall see an immediate tightening in money rates.

In closing, we again urge you to study underlying conditions rather than to be guided by outward appearances and popular sentiment. Do not follow the crowd. Make the most of the great business opportunities in so far as you can do so without over-extending, but remember that now is the time to lay up a strong reserve and prepare for the lean years which will eventually come. If the war drags on indefinitely, this will undoubtedly tend to buoy up business, commodities and stocks, but some day when we least expect it hostilities will cease and the bubble will burst. There must sooner or later be a readjustment, and when that time comes a strong cash reserve will be your greatest asset!

### THE USE OF ZINC COMPOUNDS.

On page 222 of this issue we publish an important article entitled, "Are Zinc Preparations in Face Powder Injurious," from the pen of Dr. Frédéric S. Mason, who is a very capable physician and an expert on face powders and other toilet preparations.

Dr. Mason sounds a serious note of warning and protest against the impulsive and ill-founded charges made and circulated by State drug officials and by chemists in the Federal service.

Dr. Mason's article deserves the most careful perusal.

### Drawbacks on Glycerine, Perfumes and Toilet Articles.

Drawback allowances on the exportation of refined glycerine, perfumes and toilet waters, and on perfumed talcum powders have been granted by the Treasury Department.

# ARE ZINC PREPARATIONS IN FACE POWDERS INJURIOUS?

By FRÉDÉRIC S. MASON, M.D., Ph.G., B.Sc., New York

There seems to be a possibility that the sensational articles now appearing in the public press may result in the passage of legislation that will forbid the use of such supposedly harmful preparations as bismuth, or even zinc, in face powders. This agitation seems to be inspired chiefly by those who were instrumental in the passage of the National Food and Drugs Act, and their activities should be watched and measures taken to instruct our legislators properly before such projected legislation is passed.

Honest manufacturers will welcome restrictions which will do away with frauds and the use of undesirable constituents in toilet preparations, but unless legislators are properly informed by experts they are liable to pass a cut and dried unreasonable law which will be difficult to amend later.

For some time past sensational paragraphs have been appearing in the newspapers and magazines about the poisons women put on their faces, and so forth. It is implied that zinc preparations are equally objectionable to mercury and lead preparations. This campaign will do great injustice to manufacturers of honest face powders in the otherwise laudable effort to prevent the manufacture and sale of deleterious preparations. Committees, therefore, which may be appointed to prepare such a law should be duly approached and shown how to discriminate between what is wrong and what is allowable.

Semi-official reports on cosmetics have been largely instrumental in drawing attention to the objectionable constituents used in cosmetics, lotions, face powders, etc., and in these, mercury, lead, magnesium, and zinc are indiscriminately grouped together, thus implying that zinc preparations produce effects similar to lead and mercury.

Conscientious manufacturers are always willing to adopt practical suggestions, but must feel that before they are prohibited from using zinc and bismuth preparations, it should be clearly proven that these presumably inert and insoluble constituents of face powders are really detrimental when applied to the skin. It is true that the reports referred to make no positive statement as to zinc, but have a tendency to cause alarm since it is stated that it is now definitely established that brass poisoning or brass founders' ague is due to the zinc in the mixture, and that several of the salts of zinc may produce a form of poisoning, simulating that caused by the salts of lead. While brass workers may possibly be affected by the continuous inhalation of zinc fumes, and these fumes may combine in the body to form zinc salts, it is quite a different matter to inhale or even work continuously with sweaty hands with brass (which often contains traces of lead, arsenic, antimony and alloys of other metals) than to apply zinc oxide, zinc stearate or even bismuth and magnesium compounds to the skin.

In this connection Cushny's Pharmacology and Therapeutics says:

"The continued administration of zinc salts has no effects in man, except those of disordered digestion and constipation, and Lehmann could detect no effects in the dog after the administration of 155 grams of the carbonate in the course of 335 days, although a considerable amount of the metal had been absorbed. In workers in zinc, a curious condition known as brass founders' ague is occasion-

ally met with. It is ushered in by a sense of general discomfort and weakness, with more or less pain in different parts of the body; later, prolonged rigors and shivering are followed by a rapid acceleration of the pulse, coughing and soreness of the chest and headache. These symptoms give place to profuse perspiration and the patient sinks into a sleep from which he wakes in ordinary health. The attacks may return frequently and seem to be due to the fumes of zinc which escape in the process of casting. A number of obscure nervous conditions have also been described as arising from zinc in workmen in brass factories and bronze works, but they seem to be extremely rare, and it is questionable whether they are really due to the zinc or to its impurities, such as arsenic and lead."

I will confine my remarks in this paper to zinc preparations without considering the question of the possibly injurious effects of bismuth and magnesium salts, since I understand that preparations of zinc are very largely used and that nothing will replace them to advantage in face powders.

Careful search into medical literature fails to show that the suspicion against insoluble zinc preparations is justified by clinical observations. Soluble zinc salts are astringent and even irritating when taken internally; the sulphate and acetate are frequently employed on this account as an emetic, but it does not appear that such symptoms occur when insoluble zinc preparations are applied to the skin, even to abraded surfaces, where absorption might possibly occur to a slight extent if the secretion of a wound were sufficiently acid to effect solution of an insoluble zinc preparation. Exudates from wounds, moreover, are practically always neutral or slightly alkaline, and it is exceedingly unlikely to occur to the extent of causing serious or even mild toxic symptoms. Zinc oxide, in fact, was at one time extensively used internally as a drug. If zinc preparations ever cause irritation to extremely delicate skins, it would be first necessary to determine whether the zinc preparations were really at fault or whether due to some impurity.

Chemical compounds of zinc have been used from remote times by the medical profession in the treatment of skin affections; it is interesting, therefore, to learn what our text books and medical literature have to say, and careful search fails to reveal reference to any objectionable features.

We find that zinc oxide, carbonate, calamine (impure carbonate) oleate, stearate, etc., are recommended by such international authorities as Saboreau, Gaucher, Brocq, Unna and others, and I can personally vouch for that fact that during my attendance at the St. Louis Hospital for Diseases of the Skin in Paris, zinc preparations were universally used by the staff.

We are using zinc preparations in the Skin Department of the House of Relief Clinic (branch of the New York Hospital) with which I have been for many years connected, and in my private practice I use them extensively in lotions, dusting powders and in ointments without even having observed any but beneficial results, and, in speaking to my colleagues, I have not found one whose experience differs from mine.

J. V. Shoemaker, a noted skin specialist, whose text

book has been the guide of the past generation of physicians in this country, says in his work on *Materia Medica*: "Zinc oxide is largely used as a protective and slightly astringent application." "Zinc subgallate is used as an efficient antiseptic and desiccant in the treatment of eczemas, wounds, otorrhoea and hemorrhoids." "It is employed pure or may be diluted with inert powders or ointments." "Zinc valerianate is used in neuralgia, nervous headache, chorea, epilepsy, etc."

Stevens, another American authority on therapeutics, says in his text book on *Modern Materia Medica*:

"Zinc Oxide: The dose (internally) is 1 to 5 grains (more than the skin surface could absorb)." "The ointment is extensively used as slightly astringent and protective dressing for burns, acute ulcers and acute inflammatory diseases." "Dusting powders, containing zinc oxide, starch, and talc are serviceable in vesicular eczema and in urethema intertrigo." "Zinc carbonate resembles zinc oxide in its therapeutic properties." "It is chiefly employed as a sedative and protective application in acute inflammatory affections of the skin such as eczema, etc."

Schamberg, an American dermatologist, in his work on *Skin Diseases*, constantly refers to its use in similar affections of the skin.

Sir Malcolm Morris, the leading British authority on skin diseases, in his text book on *Diseases of the Skin*, prescribes and refers to the use of zinc preparations frequently.

Cushny, "Pharmacology and Therapeutics on the Action of Drugs" (used at the University of Pennsylvania and other medical schools), speaks favorably of the use of zinc preparations, and says:

"Zinc oxide is especially useful as an application in many skin diseases."

Strange to say, no text book includes soluble or insoluble zinc preparations amongst those chemicals which give rise to a dermatitis, although the list is long.

From the foregoing therefore, it would appear that there is no justification for attacks on face powders containing pure insoluble zinc preparations. If face powders do cause irritation (dermatitis) or any other detrimental factors by absorption, the real cause must be sought for elsewhere, and any legislation which would prevent the use of face powders containing pure zinc preparations should be opposed. It would be a great misfortune if the use of zinc preparations were prohibited merely because of sensational newspapers.

If those responsible for the outcry wish to do something practical, I would suggest that ladies be invited to complain if their complexions are injured by face powders, giving the names of the powders, so that analyses could be made. Women's complaints would be of little service, but the analyses would determine whether or not the complaints had a reasonable foundation. On the other hand, an inquiry might be addressed to the leading dermatologists, enclosing a set of questions such as:

(1) Do you use insoluble zinc preparations (oxide, calamine, carbonate, stearate, etc.), in your practice? How long have you used them? Do you still use them in any form (dusting powders, lotions, ointments, etc.)?

(2) Have you evidence to show that on unbroken or broken skin surfaces, preparations of zinc may under certain conditions (state what conditions) produce mild or even serious toxic effects (local or constitutional) when their use is persisted in over a considerable period?

(3) Do you find that zinc preparations are effective in the treatment of any skin lesions?

Manufacturers in this country are entitled to this investigation, and the public to some definite knowledge, before zinc preparations are excluded under a general condemnation, forbidding the use of arsenic, lead, magnesium, antimony, mercury, bismuth, etc., in toilet preparations.

New York, October 14, 1916.

#### OIL OF BRISBANE SASSAFRAS.

G. W. Hargreaves, in a communication to the British Chemical Society, gives the results of his investigations on the essential oil of *Cinnamomum Oliveri*, commonly known as the Brisbane sassafras, a handsome tree growing in the scrub in the northeastern part of Queensland. From 71 kilos. of the bark he obtained 1,700 c.c. of oil, having a specific gravity of 1.030 at 23°, and a refractive index 1.5165 at the same temperature. The oil was separated by fractional distillation into four main fractions, which were again fractionated, with the following results: The fraction boiling at 77°-78° at 30 mm. amounted to about 12 to 15 per cent of the oil, and was identified as pinene by analysis and by the preparation of its nitrosochloride melting at 108°. From the fraction boiling between 90° and 120° at the same pressure a white solid separated, which was dried and found to boil at 204°. Its analysis agreed with the formula for camphor, and its oxime was found to melt at 119°. It was therefore camphor, and is present in the oil to the extent of 18 to 20 per cent. The fraction boiling between 125° and 130° at 30 mm. gave a white deposit on cooling, which had the following characters: Melting point, 8°; specific gravity, 1.090; refractive index, 1.535, and formula,  $C_{10}H_{16}O_2$ . It was therefore safrole. This was confirmed by the preparation of its nitrosite, which melted at 129°-130°. The fraction boiling between 140° and 150° at the same pressure yielded an oil boiling at 146°-147°, or 244° at normal pressure, and yielding a tribromo-derivative melting at 77°-78°. It yielded veratric acid on oxidation, and was eugenyl methyl ether, its analysis confirming this composition. This constituted from 40 to 45 per cent of the oil. The oil distilled from the leaves contained about 25 per cent of a mixture of pinene and a second terpene, which was probably phellandrene, about 60 per cent of dextro-camphor, and 15 per cent of a mixture of phenols and substances not identified. The author points out that Smith suspected the presence of cineol, eugenol, and cinnamic aldehyde, but that no terpene of low boiling point was present. Smith's conclusions must therefore be regarded as inaccurate.

#### Verbenone from Turpentine.

According to Blumann and Zeitschel, the ketone verbenone, one of the odorous constituents of verben oil, results from the oxidation of turpentine allowed to stand exposed to the air. An old resinified Greek turpentine which had been allowed to stand for a considerable time exposed to the air was subjected to steam distillation and the volatile products examined. The ketone was isolated and completely identified with the naturally occurring compound. Pure verbenone was found to have the following characters: Boiling point at 760 mm., 227-228°, or at 16 mm., 100°; melting point, 6.5°; specific gravity, 0.981; specific rotation, + 249.6°; and refractive index, 1.49928. It yields a crystalline oxime melting at 18°.

# SOME PHASES OF THE CITRUS BY-PRODUCT INDUSTRY IN CALIFORNIA\*

By R. T. WILL, Los Angeles, Calif.

(Continued from page 194, September, 1916.)

## GENERAL REQUIREMENTS OF INDUSTRY

Bearing in mind always that the cost of production of citrus by-products must be kept at the lowest possible point, the fruit from which the by-products are made must necessarily be as cheap as possible; placing a limit of possibly \$10 per ton on the fruit, 80,000,000 lbs. of fruit are available for manufacturing purposes. This fruit, as it is received, must first be examined and cleaned. This is best accomplished by means of brushes in the ordinary fruit-cleaning machine, together with such necessary water as the fruit may require, since adhering dirt and scale, while not always detrimental to the manufacture of the product, are not to be desired if they can be avoided.

Upon the condition of the ripeness of the fruit much depends as to the final product, especially in the manufacture of citrus oils. In the manufacture of lemon oil a green fruit gives an oil of the finest characteristics, and any fruit of whatever nature that has been subjected to a sweating process, or to slight decay or aging, is almost wholly unfit for the manufacture of the finer products.

The next step in operation is to peel the fruit in some suitable manner or separate the pulp from the peel. The outer rind represents roughly from 20 to 25 per cent. of the whole weight of the fruit, and contains the oil in a very finely divided condition spread throughout its spongy structure. The oil is separated either by a chemical solvent or by means of centrifugals. The quantity of oil in the fruit depends on seasonal changes, and it may be interesting to note that during the last ten years the quantity of oil in the fruit has decreased, due, no doubt, to severe climatic conditions and possibly to certain influences of cultivation and irrigation of the trees themselves.

One of the greatest problems that has confronted the manufacture of citrus by-products has been a mechanical method for rapidly and completely separating the pulp from the peel in an efficient manner. Much time and money have been spent upon this phase of the mechanical side of the manufacture of by-products, and, although it has baffled many of us, I am glad to say that at present at a merely nominal cost, it is possible to install a method of peeling citrus fruits on any scale desired, at a low cost.

To peel citrus fruit by hand requires the expenditure of \$5 per 2,000 lbs. of fruit and this only under the most favorable conditions of labor and fruit. None of the older devices for peeling peaches and apples will successfully touch the rind of an orange, particularly if the fruit has wilted so that the skin is leather-like.\* The Pasadena plant referred to before practiced hand peeling with what is known as the Pomona knife; abroad, where a separation of the pulp and the peel is essential to the production of hand-pressed essential oil, the fruit is first cut into halves and then the pulp scooped out with a specially formed knife. As has been more recently discovered, the peeling of the fruit is not absolutely essential for the production of citrus by-products. The whole fruit is crushed between heavy rollers and then ground to a fine pulp from which the essential oil is extracted and the juice separated from this oil-free pulp by means of centrifugals. Other methods

have also been pursued in crushing the fruit roughly and pressing it in a hydraulic press; the resulting juice being mixed with a small proportion of oil is then subjected to centrifugal action; an emulsion of oil, juice and a proportion of the pulp not separable by filtering is formed.

## SOLVENT PROCESS FRUIT OIL

For all purposes, we now have the peel separated from the pulp of the fruit. The peel used for the manufacture of oil is crushed between rollers to a fine pasty consistency, the lemon paste containing approximately 1.9 per cent. of oil, and the orange peel containing possibly 22 per cent. of oil for all practical manufacturing purposes. Theoretically the lemon contains twelve pounds of oil to a ton of fruit, whereas the orange contains sixteen pounds as a maximum. Seasonal changes and conditions of fruit largely govern the oil content. This pasty citrus fruit peel is now mixed with the proper proportions of a solvent, which dissolves out a portion of the contained oil. This solvent is run into suitable stills where the solvent is recovered, the oil remaining behind. A second, third, or fourth extraction of the peel may be made, the solvent recovered in each case, until finally a liquid is obtained of a dark reddish color in the case of the orange, or a dark yellowish green color in the case of the lemon. This is subsequently treated and purified to develop the perfect aroma of the orange and lemon.

For the purpose of comparing with the oil produced by this solvent process that produced by hand-pressing methods, we should note that foreign orange oil contains 93.4 per cent. terpenes, limonene, 1.26 per cent. of aldehydes, consisting of citral, methyl anthranilate and a crystalline ester melting at 65 degrees C., 5.34 per cent. of oleo resinous bodies, sesquiterpenes, while the oil manufactured by the solvent process contains 88.36 per cent. terpenes, 1.28 per cent. citral and aldehyde, and 10.36 per cent. oleo resin.

We note, therefore, that the solvent process oil has five per cent. greater weight of resinous bodies than the foreign oil, and these bodies are the principal ones which give the difference in color to the two oils.

The foreign oil, as you are well aware, is light yellow in color, while this solvent process oil is a dark, reddish brown. These resins, dissolved by the solvent process, are very interesting bodies, and represent aside from their aromatic constituent, neutral and acid resins. The acid resins, when separated from the oil, have a rather high melting point, and are really waxes in their consistency. Their odor is that of the fresh orange, and they impart to the ripe fruit its characteristic color.

The neutral resins have a comparatively low melting point, are inodorous and are separated from the mixture of the two resins by means of properly diluted alcohol, at regulated temperature. Thin films of these resins are perfectly transparent and the neutral resin may be subjected to further rectification to separate various constituting bodies. These bodies are mostly crystalline in structure, and all seem to be formation products of the colored, odorous and acid resins. The conversion of these neutral resins to the aromatic resins may be accomplished

\*From the *Journal of Industrial and Engineering Chemistry*.

artificially by means of ultraviolet rays, very slowly to be sure, but in properly regulated conditions they assume all the characteristics of the acid resin.

The lemon oil produced by the solvent process has much the same characteristics as the orange, with these exceptions, that the oil produced from the green fruit runs higher in actual citral than that produced from fruit that has been subjected to the sweating process, or is fully ripe.

There are many other processes for mechanically extracting essential oil from the citrus peel, oil similar in characteristics to the foreign oil. In the early days an attempt was made to express by means of pressure maintained by a powerful hydraulic press a quantity of the oil from the peel. The results, however, were so unsatisfactory, the yield being scarcely two pounds of essential oil to the ton of fruit as against ten pounds from the solvent process, that this pressing method was abandoned.

In analyzing the failure of this process it is well to note that the character of the peel is spongy, and under the microscope we are impressed by the fact that the oil exists in the peel not as small cells of oil but rather as oil distributed through a comparatively large volume of water-containing cells. All citrus fruit has this characteristic, and when masses of this peel, whether ground or whole, are subjected to pressure, the water cells are broken and the water is squeezed out, whereas the oil has just as much larger space in which to find room and is absorbed readily by the peel. There have, however, been devices made for the purpose of squeezing small volumes of the ground peel in order to obtain oil by a continuous process, but these have not been developed on a commercial scale as yet.

Another method for producing the oil is to grind the peel rather coarsely and place it in tanks capable of agitation, to keep this peel suspended in warm water below the surface; the oil, being of a lighter specific gravity, rises to the surface and is skimmed off. This method is practiced abroad on a small scale, but the yield of oil, as found here, has not been sufficient to warrant any continuous efforts along this line.

If the finely ground peel is subjected to centrifugal action, a larger yield of oil is obtained by this means than by any except the solvent process. Under favorable conditions, 5 pounds of oil have been obtained from a ton of fruit, on a laboratory scale to be sure, and while this method seems promising, the intermittent feature in charging and discharging of centrifugals is its principal drawback. Continuous centrifugals for extracting oil are in course of development. The cost of operation is less than in the solvent process.

Before leaving the essential oils, it is perhaps well to note that the foreign oil is packed in bottles or copper containers, and, where not tightly sealed, the terpenes readily change, oxidizing and destroying aldehydes which are also readily oxidizable in the presence of already oxidized terpenes. In this way the oil ceases to be a flavoring medium and is considered worthless for that purpose.

Oil produced by the solvent process and properly refined has been kept under proper conditions for five years without any considerable deterioration. This oil may be easily kept in white bottles, loosely corked in warm situations, and retains for many months its original characteristics. For the production of emulsion it is unsurpassed, giving to the emulsion its characteristic color, quite different from the color produced artificially or artificially

added to the emulsions produced from foreign oils.

Another characteristic of these solvent process oils is their fixing quality. As we know, in all perfuming materials, in making mixtures for ultimate consumption, it is absolutely essential that some fixative be employed to prevent the rapid evaporation of more volatile bodies imparting the characteristics to the perfume. The same thing is true in essential oil. When foreign oil is mixed with some food material which is subjected to the action of heat, the final product oftentimes contains very little of the original flavoring body, and in order to produce sufficient flavor in the finished product larger quantities of this foreign oil must be used than is necessary to give the required flavor.

The resinous oils, containing as they do resins of such high melting points, and higher boiling points, tend to fix the flavor and characteristic odor in the finished product, and do not bake out or freeze out with the result that smaller quantities of these oils, compared to foreign, are required to produce the same flavor. These resins also seem to prevent the oxidizing action of the terpene on the aldehyde. In other words, they mask the effect of the reaction of oxygen, with the terpene as well as with the aldehyde, just as the addition of volatile bodies to citrus oils prevents the action of oxygen in a considerable measure.

(To be concluded.)

#### OLIVE OIL REFINING IN FRANCE.

The refining of crude inedible olive oil is of recent origin in the Marseille district, reports Consul General A. Gaulin. The Marseille oil manufacturers have for many years received olive oil from Spain, Italy, North Africa and the Near East, and used these oils for mixing purposes, after decantation and filtering; but the transformation of crude inedible oils into edible products has been undertaken industrially only during the past few years. There are three Marseille firms engaged in this industry. It is claimed, however, that since the outbreak of the war the prices of crude olive oil for lubricating purposes have been so high that it was found unprofitable to refine this oil.

The French crude inedible oil, which has been converted to the greatest extent into edible oil, is known as the "ressence," and is produced in the Var Department. The "ressence" is obtained from the pulp remaining after production of lamp oil, and by the pressing of this oil mixed with hot water.

An important quantity of Levant oil was also used formerly for this purpose, but on account of the war no imports of this oil have been made during the last year. Spanish and Tunisian crude oils were also refined, but to a smaller and decreasing extent, as the oil manufacturing processes employed in these countries are steadily improving. If the prices of lubricating oils remain at the present levels, the refining of the inedible grades will be curtailed.

In order to render these crude oils edible, three processes are used: (1) Neutralization; (2) bleaching; (3) deodorization.

Neutralization is obtained through the treatment of the oils by means of alkaline lyes.

Fullers' earth is used for bleaching purposes, and, in special cases, either sulphuric acid or bone black.

The deodorization process consists theoretically in stirring the oil, lightly heated (between 31 and 45 degrees Centigrade), with a current of steam obtained in vacuum, at a low temperature. The steam distills and removes all the volatile elements.



# Flavoring Extract Section

## ADJOURNED SEVENTH ANNUAL MEETING OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

OFFICERS OF THE F. E. M. A. FOR THE NEW YEAR.

*President*—FRANK L. BEGGS, of Newark, Ohio.

*First Vice-President*—F. P. BEERS, Earlville, N. Y.

*Second Vice-President*—CHARLES D. JOYCE, Philadelphia, Pa.

*Third Vice-President*—C. W. BRAND, Cleveland.

*Secretary*—GORDON M. DAY, Milwaukee, Wis.

*Treasurer*—F. A. ROSS, Charlestown, Mass.

*Executive Committee* (in addition to officers)—R. H. BOND, Baltimore; E. HORNBECK, New York City; DR. J. O. SCHLOTTERBECK, Ann Arbor; C. F. SAUER, Richmond, Va.

*Attorney*—THOMAS E. LANNEN, Chicago, Ill.

The adjourned session of the seventh annual convention of the Flavoring Extract Manufacturers' Association of the United States was called to order by President Beggs on September 29, in the Hotel Martinique, New York City.

President Beggs opened the proceedings by explaining that the object of holding the meeting was to act upon the proposal to amalgamate this association and the American Spice Trade Association. Mr. Beggs proceeded:

"I might state in reference to the proposed merger that a meeting was held on September 7 in the rooms of the Spice Trade Association, 124 Front street, New York City, at which time, after due consideration of the problems arising, the following resolution was passed:

"**BE IT RESOLVED**, That we recommend to both our memberships an amalgamation of both associations to be effected under the name of the American Spice and Extract Association, with head offices in New York; provided that the name American Spice Association can be continued for use in foreign markets."

"Now at that meeting it was the understanding that each of the associations would send out a referendum to its membership stating clearly the reasons for or the reasons against a merger. The American Spice Trade Association did send out its referendum. Owing, however, to the fact that your president's vacation began about that time, and a number of other duties that were pressing, it was practically impossible for me to get out ballots and circulars in a way that would properly present the matter to our membership. As you will recall, in Bulletin No. 47, which was sent out, we mentioned that matter and deemed it advisable to bring the question before this adjourned session."

"We also held an executive committee meeting last night and have gone over this matter thoroughly and carefully, and the executive committee passed a resolution which I believe it would be apropos to bring before you at this time, and I will ask the secretary to read the resolution as passed by our executive committee last evening for your action. This will bring the question properly before you for discussion."

Secretary Beers read the following resolution:

"Whereas it appears that the members of the Flavor-

ing Extract Manufacturers' Association of the United States have not had an opportunity to express their views by a referendum on the proposed amalgamation with the American Spice Trade Association, and we cannot hope to have a largely attended meeting of our members at our adjourned convention on September 29, and as this amalgamation is of such grave importance to both associations, as well as to the trade, be it therefore—

"**RESOLVED**, That we deem it wise to defer action on this question until such time as a full expression of the views of our entire membership can be secured."

Mr. CLAWSON—We discussed the matter, Mr. President, pretty thoroughly at our annual meeting. It has been discussed among the members since, and with the exception of working out the details it seems to me that they understand the situation pretty well. If there is any advantage to be gained by working together, why, we might as well do it now, and if there is not, we might as well dismiss the subject and lay it on the table.

"Personally, I feel a little less anxious about the amalgamation today than I did when it was brought up at our annual meeting, because I feel that we are the stronger organization, doing more and better work and getting better service. The time has arrived when it is an honor for a man to be the head of an organization of this kind, as well as to be a member of it, and unless we can make an amalgamation that will suit us I am going to oppose it. On the other hand, I believe we can do more good work together than we can alone; I think it would give us more prestige and I think it would give us more capital to work with, and that our scope would be very much enlarged. It seems to me that the Spice Association is ready for action. They have already recommended it to their members."

Mr. DAY—Mr. Clawson, it is a pity you could not have been here last night, because we went into the financial end of it.

PRESIDENT BEGGS—Are there any present who have not been heard from? Mr. Hornbeck, have you any views on the proposition?

Mr. HORNBECK—I think Mr. Clawson has about expressed my sentiments in the matter.

Mr. McCORMICK—I think the action taken is wise. I think it is unfair to our members outside who could not get here to pass a resolution that means so much over their heads at this time. I still feel and hope that some time this thing will yet be worked out. If I see it rightly, we owe those gentlemen a debt of courtesy that we must pay, and pay in the right way, and that is that whatever action they take today will to a large extent show us what we must do tomorrow, and if they say that they will defer it, just as that resolution sets forth, why, it is our duty, and pleasure you might say, to proceed with this work and let our members understand what it means both for and against, and then present it at as early a date as possible. We cannot afford to do the little thing now, and there is no reason for it, because we have nothing to hide, and when we get down to it, all those men want to meet us just as we want to meet them; nobody has got an axe to grind. We want to do the square and big thing, and, after all, I feel that the big thing can be worked out more by getting together if we do it on the right lines.

Mr. LEVY—May I interject a little thought? The whole question seems to be largely a matter of working out along the right lines. The Spice Trade Association is not

organized along the same lines that this one is, and many other organizations, and I imagine that if the amalgamation went through, the combined constitution and by-laws ought to provide that the Flavoring Extract Manufacturers and Spice Grinders will be active members, and that spice brokers and importers and so on will be associate members. The matter could be worked out along those lines.

**PRESIDENT BEGGS**—That is about the thought that is in the minds of most of us at this particular time. The two will not merge or mix, but by deferring this matter and working out those points ultimately we may arrive at a basis where we can merge successfully and go ahead profitably. That is the thought that is really in the minds of the executive committee, as I get it at the present time.

Discussion followed regarding details in the phrasing of the circulars to be issued in connection with the referendum, and the resolution was adopted. The matter then was referred to the incoming executive committee with power as to any further steps, including the drafting of a tentative plan for a merger, if it is found desirable.

After some routine discussion the association proceeded to elect officers, those in office having held over since the Atlantic City convention pending a possible recast, should there be an amalgamation with the spice association.

On motion of Mr. Clawson, seconded by Mr. McCormick, President Beggs was unanimously re-elected. Nomina-

(1) The stenographer's report was taken by a new system which failed utterly to produce a satisfactory report. Much of it has had to be mailed to members and speakers for revision, and some of them have not yet returned the pages sent to them.

(2) It was deemed advisable by the officers to include the proceedings of the adjourned meeting in New York.

The work of preparation has been going on and the editing is now well in hand. There are at present only three or four gaps in the record which are of more importance to the persons who were quoted than to the membership at large. It is hoped, however that these gaps can be filled satisfactorily before press time.

#### FREIGHTS ON FLAVORING SYRUP.

The Delaware Punch Co., of San Antonio, Tex., which manufactures a flavoring syrup, in a complaint to the Interstate Commerce Commission against the Atchison, Topeka & Santa Fe and other roads, alleges discrimination in rates on shipments of flavoring syrup. The complaint is based

Members Newly Elected to Office at the Adjourned Annual Meeting Held in New York, Sept. 29, 1916.



E. HORNBECK,  
EXEC. COMM.



R. H. BOND,  
EXEC. COMM.



C. W. BRAND,  
THIRD VICE-PRES.

tions were made for the other offices, and they were filled unanimously, as stated at the beginning of this report.

#### OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Since our September issue, Frank L. Beggs, president, and Thomas E. Lannen, attorney of the Flavoring Extract Manufacturers' Association of the United States, have issued Circulars No. 47 and No. 48.

Reference was made in No. 47 to the proposed merger with the American Spice Trade Association and to the meeting of the Flavoring Extract Association in New York on September 29, a report of which is given in this issue.

Circular No. 48, issued since the adjourned meeting of the association in New York, summarizes the action then taken. It also gives a general outline of the new Revenue Law and its various provisions in relation to income, estate and munition taxes. Other provisions are summarized in a way that is very informative for the members of the association. The Tariff Commission and the "Unfair Competition" laws are set forth.

The publication of the official minutes of the Atlantic City convention has been delayed for two reasons:

on recent shipments from San Antonio to Arizona, Florida, Louisiana and Mississippi points. The syrup was packed in glass and in crates and in boxes and bulk shipments were in barrels.

On the shipments mentioned a second-class rate was applied while a supplement of the tariff named a fourth and fifth-class rate. It is set out that the law provides that where a tariff contains conflicting rates the lower or lowest of the rates shall apply. It appears that the fourth and fifth-class rate is applicable on flavoring syrup in earthenware packed in crates or in any kind of containers packed in barrels or boxes.

It is possible under this tariff for flavoring syrup to be contained in earthenware and packed in crates or barrels and secure the fourth- and fifth-class rate. Other glass containers of flavoring syrup, however, are only permitted to be packed in boxes or barrels, there being no provision for crates as for earthenware containers. It is argued that glass and earthenware containers throughout the classification are provided for goods packed in similar packages at the same rating.

The shipments in question were in crates so packed with corrugated fiber board that the containers were entirely covered and protected. The petition sets out that it is an unreasonable classification regulation and a discrimination in favor of earthenware containers as against glass containers. A refund of \$216.19 for excess charges on the shipments in question is requested.

# PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

## FEDERAL.

### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, No. 4351 to 4400, inclusive, sent out last month by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

4306. Adulteration and misbranding of olive oil. U. S. vs. —, Chicago. Plea of guilty. Fine, \$50.

The article was labeled "sublime" and an analysis of a sample by the Bureau of Chemistry of this department showed the following results:

Specific gravity at 15.5° C.....	0.9178
Iodin number (Hanus).....	93
Halphen test for cottonseed oil.....	Strongly positive
Net contents (gallons).....	0.981
Shortage (per cent.).....	1.9
Color comparison with known mixture shows about 25 per cent. of cottonseed oil. This product is a mixture of olive oil and about 25 per cent. of cottonseed oil.	

4377. Adulteration and misbranding of so-called lemon flavor and bankers vanilla flavor. U. S. vs. a corporation. Plea of guilty. Fine, \$15.

This article was labeled as "lemon flavor guaranteed under the Pure Food and Drugs Act" by a Baltimore concern. Analysis of a sample by the Bureau of Chemistry of this department showed the following results:

Specific gravity, at 15.6° C.....	0.9226
Alcohol (per cent. by volume).....	55.1
Methyl alcohol: Absent.	
Solids (gram per 100 cc).....	0.06
Oil, by polarization (per cent. by volume).....	0.5
Oil, by precipitation (per cent. by volume).....	0.5
Citral (Hiltner) (per cent. by weight).....	0.23
Total aldehydes (Chace) (per cent. by weight)...	0.26
Color: Naphthol yellow S.	

The product is a terpenes lemon extract artificially colored with a coal tar dye.

Adulteration was alleged for the reason that terpenes lemon extract had been mixed and packed therewith so as to reduce or lower and injuriously affect its quality and strength, and had been substituted in part for genuine lemon flavor, which the article purported to be.

The vanilla flavor showed these tests:

Vanillin (gram per 100 cc).....	0.63
Coumarin (gram per 100 cc).....	0.13
Leach test for coumarin: Positive.	
Alcoholic potash test: Positive.	
Resins: None.	
Lead number.....	0.04
Color value of extract:	
Red.....	41.3
Yellow.....	147.0
Color value of lead filtrate:	
Red.....	4.0
Yellow.....	19.4
Original color in lead filtrate:	
Red (per cent.).....	9.7
Yellow (per cent.).....	13.2
Color (per cent. insoluble in amyl alcohol).....	68
Caramel test (Woodman-Newhall): Positive.	
Alcohol (per cent. by volume).....	11.2
Methyl alcohol: Absent.	

Product contains little or no vanilla extract but is largely an alcoholic solution of vanillin and coumarin colored with caramel.

4399. Adulteration and misbranding of oil of lemon, so-called. U. S. vs. —. Plea of guilty. Fine, \$25 and costs.

The article was labeled: "Standard Quality Oil of Lemon Cosco Optical Rotation at 15° 59 Net Weight 25 Lbs. Guaranteed under the Food and Drugs Act of June 30th, 1906, by — Company, Chicago."

Analysis of a sample by the Bureau of Chemistry showed the following results:

Specific gravity at 15.6° C.....	0.8567
Index of refraction at 20° C.....	1.4739
Rotation at 20° C. (degrees).....	60.8
Citral (Hiltner) (per cent.).....	2.8
Total aldehydes (Chace) (per cent.).....	3.0
Physical constants of 10 per cent. distillate:	
Index of refraction at 20° C.....	1.4724
Rotation at 20° C. (degrees).....	56.9
Alcohol (per cent. by volume).....	0.20
Qualitative alcohol tests (iodoform and ethylbenzoate tests).....	Positive

The product is a washed oil of lemon, containing alcohol and deprived of part of its citral.

## Food Inspection Decision 168.

Paragraph (c) of regulation 29 of the Rules and Regulations for the Enforcement of the Food and Drugs Act, as amended in Food Inspection Decision 163, issued January 17, 1916, has been further amended by striking out the entire paragraph and substituting therefor the following:

(c) Statements of weight shall be in terms of avoirdupois pounds and ounces; statements of liquid measure shall be in terms of the United States gallon of 231 cubic inches and its customary subdivisions, i. e., in gallons, quarts, pints, or fluid ounces, and shall express the volume of the liquid at 68° F. (20° C.); and statements of dry measure shall be in terms of the United States standard bushel of 2,150.42 cubic inches and its customary subdivisions, i. e., in bushels, pecks, quarts, or pints, or, in the case of articles in barrels, in terms of the United States standard barrel and its lawful subdivisions, i. e., third, half, or three-quarters barrel, as fixed by the act of March 4, 1915 (38 Stat., 1186): *Provided*, That statements of quantity may be in terms of metric weight or measure. Statements of metric weight should be in terms of kilograms or grams. Statements of metric measure should be in terms of liters or centiliters. Other terms of metric weight or measure may be used if it appears that a definite trade custom exists for making articles with such other terms and the articles are marked in accordance with the custom.

## Official Agricultural Chemists' Convention.

The Thirty-third Annual Convention of the Association of Official Agricultural Chemists will be held at the New Willard Hotel, Washington, D. C., November 20 to 22.

The following are the main topics of interest:

Report on Flavoring Extracts, (morning session, November 21), by A. E. Paul, Chicago.

Report on Edible Fats and Oils, (afternoon session, November 21), by R. H. Kerr, Washington, D. C.

Report on Spices, (afternoon session, November 21), by H. E. Sindall, Philadelphia.

Report on Balsams and Gum Resins, (afternoon session, November 20), by E. C. Merrill, Washington, D. C.

Report of Committee on Co-operation with other COMMITTEES ON FOOD DEFINITIONS, (afternoon session, November 22), by Dr. Wm. Frear, State College, Pa.

## STATE. New York.

Herbert A. Emerson has resigned as Deputy Commissioner of the New York State Department of Foods and Markets and now is associated with Frank M. Coughlan, butter and egg receivers. Commissioner John J. Dillon stated that Mr. Emerson would continue to co-operate with him whenever possible.

## Pennsylvania.

With commendable enterprise Commissioner Foust publishes in his June-July bulletin the addresses delivered by Prof. LaWall and Dr. Frear before the Flavoring Extract Manufacturers' Association at Atlantic City. Several convictions are reported for violations of the anti-saccharin law. Five cases of selling maraschino cherries containing added sulphur dioxide were ended by the payment of fines of \$300.

(Continued on page 245.)

of Lemon  
at 25 Lbs.  
June 30th,  
try showed  
... 0.8567  
... 1.4739  
... 60.8  
... 2.8  
... 3.0  
... 1.4724  
... 56.9  
... 0.20  
yl-  
... Positive  
ing alcohol

and Regu-  
Drugs Act,  
ued Janu-  
ing out the  
following:  
of avoidu-  
l measure  
231 cubic  
n gallons,  
the volume  
ts of dry  
standard  
y subdivi-  
or, in the  
ed States  
e, third,  
of March  
ements of  
measure.  
s of kilo-  
should be  
of metric  
a definite  
uch other  
with the

tion.  
association  
the New  
0 to 22.  
sion, No-  
n session,  
C.  
mber 21),  
noon ses-  
on, D. C.  
ther Com-  
sion, No-  
Pa.

Commis-  
oods and  
Coughlan,  
J. Dillon  
erate with

oust pub-  
livered by  
g Extract  
veral con-  
saccharin  
containing  
nt of fines



## THE CHEMICAL EXHIBIT AND AMERICAN CHEMICAL SOCIETY MEETING.

Much has been written during the last year regarding the achievements of the American chemical industries in facing the necessity of producing chemicals for which the American manufacturers depended upon foreign industries prior to the outbreak of the European war. Not until the Chemical Exhibit held in New York, in conjunction with the meeting of the American Chemical Society, were these achievements visualized. The impetus which the chemical industry has received in this country since the outbreak of the war was more vividly demonstrated than any description could depict. While the European countries have for many years been more advanced in the manufacture of most chemicals, it remained for the American chemist to meet the demand caused by the shortage in these products due to war conditions. That his ingenuity was equal to the task was amply shown to anyone attending the exhibit. This fact was true not only of the products themselves but also of the apparatus necessary to produce them in the plant, as well as laboratory equipment.

With the marvelous expansion of this industry during the two short years since the outbreak of the war a new situation is apt to arise at its cessation, due to the possibility of the highly developed German industries to undersell the domestic manufacturer in this country. That the aid of tariff legislation is necessary to the further expansion of this branch of business is very evident. At the Dyestuff Conference of the Society the necessity of such legislation was set forth in a series of resolutions adopted. This protection should also cover numerous other chemical products, for, with such assurance, America would take its proper position in the future in the chemical industry rather than again yielding this place to the foreign market.

The meeting of the Chemical Society brought the chemists themselves from all sections of the country. At the official opening, Dr. Haven Emerson delivered the address of welcome on behalf of New York City, and President Butler on behalf of Columbia University. Various other meetings occurred during the week, and on Friday evening the Subscription Banquet was held in the ballroom of the Waldorf-Astoria. Numerous papers also were read, covering the scope of chemistry, and these maintained the same high standard established by the American Chemical Societies. Throughout all of the conferences the "Made in America" idea predominated.

The local section of the society ably carried out the program and cordially welcomed and took care of visiting members. Those attending will long remember and be benefited by their visit to this meeting and exhibit.

## ESTIMATING THE VALUE OF SOAP.

The Investigation Bureau for Hygienic and Trade Purposes in Berlin has issued a report on some research into the quality of soaps and soap powders. In the purchase of soaps and in inspecting soap deliveries, on the part of the officials, the determination of the amount of fatty acid in the soaps was regarded as indispensable. By the price of the soap and the fatty acids it contained, the price of the fatty acids in the soap was determined. By this means absolute figures for comparison were obtained. In the course of this process it was frequently observed that the goods offered at the cheapest price were, as far as their actual value was concerned, the dearest. In the researches in question, in addition to the content of fatty acid, other qualities were likewise taken into consideration. Importance was attached, for instance, to exterior character, freedom from loading and other additions, low proportion of free alkali, etc. In addition to the expert selection of the goods purchased, the constant supervision of deliveries was found to be necessary. It was found that not infrequently the goods delivered differed from the sample submitted. In this respect differences in the quantity of fatty acids contained was most frequently noted. As a rule this amounted only to a small percentage, but occasionally much greater differences were discovered. Especial care was bestowed on the giving out of contracts for soap powders and the determinative investigations regarding the selection of such soap powder. This should consist only of soap and soda (no consideration is given to oxygen separating additions). It was found that the quantity of fatty acid in the soap powders investigated varied from 2.07 to 40.37 per cent.

## CUBAN POTASH POSSIBILITIES.

During the last month or two vast deposits of potash, soluble in water and assaying as high as 800 pounds per ton, were reported in Cuba. While this was very welcome news to the soap industry, in view of the reigning prices of this commodity so necessary to the making of various soaps, later reports did not authenticate this discovery, and the American Consul General at Havana has cabled the State Department that the reports are not well founded. Further investigations are being made. From present indications this stir of interest does not appear very promising.

De Witt Brown, Vice-President of the Armour Fertilizer Works, said that his company had sent an expert to Cuba to investigate the report. He declared:

"From reports that we have from other sources we are of the opinion that there may be some potash contained in the rock, but we do not believe it is there in paying quantities. We believed it best, however, to send an expert to investigate. We will not get a report for some time from him."

### SOAP CONTAINING BENZENE HYDROCARBONS IN AQUEOUS SOLUTION.

By German Patent 267,439, Simon & Dürkheim, of Offenbach, claim: Toluol, xylol and pseudo-cumol can easily be incorporated with alkaline soaps to a mass that is soluble in water, by allowing the said hydrocarbons to react energetically, and for a sufficient time, on the soap mass or on a mixture of fats, or fatty acids, and alkali, or on an alkali carbonate. By agitating the mass for several hours emulsions are obtained, which are simultaneously heated. The requisite duration and temperature of the operation vary according to the nature of the fatty substances employed. For certain soaps (palm kernel oil, tallow, &c.) the temperature must be fairly high, whilst for castor oil and oleic acid soaps a lower temperature is sufficient. The product of the reaction is always soluble in water, and cannot be precipitated from solution by a 4-5 per cent. brine; it is also soluble in sea water that has been treated with carbonate of soda. As an example, 250 parts of palm kernel oil are saponified with caustic soda and 5 per cent. of caustic potash solution. After salting-out, the soap is mixed with 100 parts of xylol and a little potash, a temperature of 60-100 deg. C. being maintained for several hours, until a small sample of the mass is found to be completely soluble in water and not precipitable therefrom by the addition of 4-5 per cent. of common salt.

### WAX SOAP RECIPES.\*

**WAX SOAP FROM SHELLAC AND JAPAN WAX.**—Shellac wax 2,500 parts, Japan wax 2,500, carbonate of potash 1,000, caustic soda (120 deg.) 100, water 30,000 parts.

**WAX SOAP FROM CANDELILLA AND JAPAN WAX.**—Candelilla wax 2,500 parts, Japan wax 2,500, potash (carbonate) 1,000, caustic soda 100, water about 28,000 parts.

**WAX SOAP FROM CANDELILLA WAX AND PALE ROSIN.**—Candelilla wax 4,000 parts, pale rosin 1,000, carbonate of potash 500, caustic soda 50, water about 26,000 parts.

**WAX SOAPS WITH PALM KERNEL SOAP:**—

Japan wax .....	12 parts.	18 parts.
Beeswax .....	—	2 "
Carnauba wax residue.....	10 "	—
Carnauba wax .....	—	4 "
Mineral wax .....	10 "	12 "
Carbonate of potash.....	2 "	1 "
Venetian soap .....	1½ "	—
Pure palm kernel soap.....	5 "	5 "
Water, about.....	150 "	140 "

The waxes are melted, but not heated about 190 deg. F. The potash and soap are dissolved in boiling water in another vessel, cooled to about 158 deg. F., and stirred into the wax by degrees, the whole being then boiled up again until the mass becomes homogeneous, and a sample sets on being cooled on a glass plate. After cooling down to 104 deg. F., the soap is packed into tins.

**WAX SOAP FROM REFINED MINERAL WAX.**—Refined mineral wax 10 parts, pale rosin 2, carbonate of potash 3, water 40-50 parts. A similar preparation from refined and crude mineral wax, consists of refined mineral wax 10 parts, crude mineral wax 2, rosin 3, carbonate of potash 4, water about 50 parts.

\*Recipes are recommended by the Chem. Techn. Fabrikant.

### WAX SOAPS WITH PARAFFIN AND MINERAL WAX:

Paraffin wax (122-5° F.)..	1	2	1.5	5	7	8.5
Crude mineral wax.....	6	8	4.5	—	—	—
Carnauba wax .....	0.6	0.5	—	3.5	4	2.25
Beeswax .....	—	—	0.6	1.5	—	—
Rlein .....	—	—	—	1	—	1.25
Pale rosin .....	1	3.5	0.8	2.5	2	2.75
Oil of turpentine.....	—	—	—	5	—	—
Carbonate of potash.....	1.5	2.5	1	0.6	2	1.25
Caustic soda lye (35° B.)..	—	—	—	0.5	0.25	0.40
Water, about .....	50	70	40	55	40	55

**WAX SOAP WITH LARGE PROPORTION OF PARAFFIN.**—Paraffin (122-5 deg. F.) 23 parts, American pale rosin 5, stearic acid 3.5, Carnauba wax 2, carbonate of potash solution (10 per cent.) 20, water about 40 parts.

### DISINFECTING SOAPS.

SCHULKE & MAYR NACHFOLGER, DR. RAUPENSTRAUCH, Brit., 20,818.—Liquid or solid disinfecting soaps soluble in H<sub>2</sub>O are produced by adding *p*-chloro-*o*-cresol, mixed or not with *p*-chloro-*m*-cresol, to soaps after or during sapon. The combination may be assisted by the addition of EtOH, glycerol, or other alc., and H<sub>2</sub>O. Castor oil potash soaps mixed with soaps made from palm-nut, cocoanut, earth-nut, or rape or like oils are preferred, but soda or resin soaps may be used. *p*-Chloro-*o*-cresol of the high degree of purity required may be obtained as white felted needles m. 50-51 degrees and b. about 230 degrees, by treating 108 kg. of *o*-cresol with 71 kg. of liquid SO<sub>2</sub>Cl<sub>2</sub> in the cold or at a temperature sufficiently low to prevent side-chain substitution, washing with H<sub>2</sub>O to remove inorganic products, slowly distilling off with steam the *o*-chloro-*o*-cresol, drying the residual crystals, treating them with H<sub>2</sub>SO<sub>4</sub> of 1.85 sp. gr. for about four hours at about 100 degrees to sulfonate the *p*-chloro-*o*-cresol, dissolving in at least 100 kg. of H<sub>2</sub>O and driving off the unaffected dichlorocresol with steam, heating to dryness whereby the sulfonic acid is decomposed, and finally melting the crystals with steam and running off the first liquid, which may possibly contain a little *o*-chloro-*o*-cresol.

### Soap-Maker to Crush Copra and Palm Kernels.

It is reported that the Procter & Gamble Company is installing machinery in its Port Ivory, Staten Island, N. Y., plant for the crushing of copra and palm kernels. The plant, according to reliable information, will be in operation by about November 1, this year.

Since the start of the war the production of coconut and palm kernel oil in the United States has been increased materially. The importation of copra into this country for the twelve months ending with June amounted to 110,077,844 pounds, which compares with 90,546,827 pounds for the corresponding period a year ago and 45,437,155 pounds in 1914. American interests have, within a short time, established several large copra crushing plants in the Philippines.

In spite of the fact that English interests have a strong hold on this industry and that former sources of supply have been cut off, the importations of coconut oil into the United States have been about normal. Imports of coconut oil for the fiscal year ending with June 30 amounted to 66,007,560 pounds, as against 63,135,428 pounds in 1915 and 74,386,213 pounds in 1914. With home production showing a marked increase, the total supply of coconut oil available during the past year was even larger than in 1914, when the importations into the United States were the largest on record.

# THE ANALYSIS OF SOAP POWDERS\*

By LOUIS ROSENBERG AND VICTOR LENHER.

During recent years great progress has been made in those industries which supply cleansing materials. The advent of the modern washing powder has brought into the household a convenient, economical cleanser. The powders which today are in common use divide themselves into three general classes:

I.—So-called Washing Powders, composed of trisodium phosphate, borax, or a mixture of various proportions of sodium carbonate and bicarbonate; it is obvious from the composition of these powders that their main efficiency lies in their ability to soften the water used.

II.—Soap Powders proper, a mixture consisting of various proportions of sodium carbonate and soap; the soaps used are commonly prepared from cottonseed soap stock and have as a filler sodium carbonate, which itself is a water softener of great value.

III.—Scouring Powders, which contain an abrasive and soap, either with or without the addition of sodium carbonate.

In this article are described various experiments which have been conducted on the soap powders proper. The basic scheme used is that given by Leffmann in Allen's "Commercial Organic Analysis." During our studies, Dr. Leeds published a scheme for the analysis of soap, which is quite similar to the one used by us for the analysis of soap powders. Additions and modifications to the older schemes were made as the work progressed, and it is to aid the soap analyst that important details are described.

Our purpose in presenting this paper is to offer our experience to those interested in the analysis of soap powders, and we do so because the particular problems we have found are not discussed in the form that is desirable for those who have similar problems to solve.

## MOISTURE.

The ordinary methods for determining water in soap are not satisfactory when applied to washing powders. Experiments have repeatedly demonstrated that heating a 10-g. sample at 105° C. until the weight becomes constant is worthless, for the odor of decomposing soap is usually observed before this temperature is reached. When heated for 1 hr. to 105°, most of the soap powders give off a strong odor of decomposed soap, hence the determination is of little value. Further, the soap powder upon heating to 105° frequently forms lumps which prevent complete drying; even if a weighed glass rod is used to break up the lumps, it is difficult to keep the sample from caking. In powders which contain as high as 30-40 per cent. water, spattering frequently occurs. Leffmann's suggestion for soap—that the drying be done on a sand bath—is useless with many powders, inasmuch as even with the greatest care, decomposition takes place. The methods in use for the determination of moisture in a high-grade stearic acid soap are unsatisfactory, as they frequently fail entirely when applied to soap powders containing cottonseed soap stock or low-grade tallow soap.

The method of Fahrion, in which the sample is heated with three times its weight of oleic acid until a clear solution is obtained, indicating the removal of the water, was found to be inapplicable, as difficulty was experienced in determining when the solution became clear. The recom-

mendation of Fahrion, to heat the sample (to which has been added oleic acid) in a platinum dish over a free flame, was also tried with the soap powders, but even with the greatest care decomposition of the soap took place. On a sand bath the powder soon decomposed. Sample 1, containing actually 37.8 per cent. of water, was used in experimenting with oleic acid in order to test this method for moisture. Six samples of 2 g. each were mixed with 6 g. of anhydrous oleic acid. On heating, the odor of decomposing soap was noticed from all. The two samples showing the clearest solution and the least odor, indicated 56.5 per cent. and 60.3 per cent. water, respectively, or an error of 50 to 60 per cent. more water than they actually contained.

The method recommended is one which the heating can be done at low temperature. A vacuum drying oven is admirably suited for this purpose. The various powders examined in our studies were heated between 60 and 65° at a pressure of 60 mm. until the weight became constant. In the 2-g. samples used, constant weight was attained only after 10 hrs.' heating, and in some cases 20 hrs. of heating were required. No odor was observed and the samples did not cake. The results (percentages) were as follows:

No. 1, 37.85 and 37.82; No. 2, 23.75 and 23.99.

The recommendations commonly given to heat for 12 hrs. are insufficient. No. 3, for example, required 20 hrs.' heating in the vacuum oven before constant weight was attained.

## PETROLEUM ETHER EXTRACTION.

The usual procedure of extraction with petroleum ether, with a Soxhlet extractor, was used in order to determine the unsaponified fat, unsaponifiable matter from the fat and free fatty acids. A 10-g. sample of the soap powders frequently required as much as 15 hrs. of extraction with petroleum ether. The solvent was subsequently evaporated and the residue weighed. All of the powders examined were found to contain less than 1 per cent. of unsaponified matter.

## FATTY ACID DETERMINATION.

The determination of the fatty acids in the soap powders is, of course, of the greatest importance, inasmuch as it means the soap content of the powder. Of the various methods which have been suggested for the determination of the fatty acid content in soaps, the most important are: (1) Direct weighing; (2) petroleum ether extraction; (3) potassium soap; (4) volumetric. Fendler and Frank<sup>1</sup> have shown the inaccuracies of all of these methods.

In the direct weighing method, a piece of weighed paraffin or stearic acid is added to the liberated fatty acids, and the cooled solidified mass is subsequently weighed. The results are frequently very high. Extraction of the fatty acids with petroleum ether and evaporation of the solvent commonly gives low results. The variation in the results depends largely on length of drying of the fatty acids obtained. In one instance the percentage of fatty acids was reduced nearly 60 per cent. by long drying. Fendler and Frank preferred for accuracy the potassium soap method, but inasmuch as the

\*From the Journal of Industrial and Engineering Chemistry.

<sup>1</sup>Z. angew. Chem., 22 (1909), 252-61.

potassium soap must be dried for 20 to 28 hrs. on a water bath, the method is rather too time-consuming for ordinary commercial analysis. Volumetric methods can be said to give only fair results.

The cake method is a simple, rapid method; but unless due precautions are taken, discordant results are obtained. The inaccuracies of the cake method, according to Noerdlinger, are attributed to the stearic acid used to collect the fatty acid. If the stearic acid is previously heated to 160° the inaccuracies are avoided. In our experiments the cake method was adopted as the most satisfactory procedure, and was carried out as follows:

A 2-g. sample of the powder is placed in a tall, narrow, 200-cc. beaker 4 ins. high, and the sample dissolved in hot water. An excess of N/2 nitric acid is then added to separate the fatty acids. The solution, stirred continuously, is heated for ½ hr. in boiling water, and a weighed portion of 4 g. of stearic acid, previously heated to 160°, added. The solution is stirred repeatedly and warmed for another ¼ hr., after which the beaker and contents are allowed to cool. The stirring rod, which should be about 1 in. longer than the beaker, is allowed to remain in the beaker. The fatty acid and the stearic acid on cooling solidify; and can be easily lifted out of the beaker by means of the stirring rod. The liquid in the beaker can be filtered in order to collect any solidified fat which has not adhered to the cake, but usually this amount is small. The circle left by the cake around the beaker can be readily scraped off and added to the cake. The cake is then wiped with filter paper and placed upon a weighed cover glass, allowed to dry for several hours, after which it is weighed. The weighed cake less the weight of the stearic acid added gives the amount of fatty acid in the sample.

If the melted fat is allowed to cool rather slowly, a more uniform cake is formed, and the cake can be more easily removed from the beaker; whereas if the cake be cooled quickly, the rapid solidification causes moisture to be enclosed in the cake. If cavities are formed, these are likely to enclose the solution. A 200 cc. beaker of the tall, narrow type is a convenient size, inasmuch as a cake suitably fitted to the balance pan is formed. Furthermore, the addition of mineral acid to a washing powder commonly causes much effervescence, due to large percentages of sodium carbonate; the use of a tall beaker lessens the danger of overflow during this sudden effervescence.

#### TOTAL ALKALI DETERMINATION.

Should the percentage of total alkali be required, the excess of standard acid required to liberate the fatty acid can be titrated back with N/2 alkali. In washing powders, the total alkali reported does not have the significance that it does in soap. The presence of sodium carbonate marks the amount of alkali combined as soap. A total alkali determination cannot be used as a means for determining the relative merits of different powders, since the powder with the highest per cent. of sodium oxide may be the one which contains the lowest per cent. of soap. A total alkali determination is unnecessary, unless it is desirable to check the individual alkali determinations.

#### SODIUM CHLORIDE DETERMINATION.

In our hands the gravimetric method is preferable over the volumetric method for the determination of chlorides in soap powders.

(To be continued.)

## SOAP INDUSTRY IN MARSEILLES.

Discussing the condition of the soap-making industry at Marseilles, France, *La Savonnerie Marseillaise* admits that it has not received worse treatment than other industrial interests, all of which have had their troubles, although it has been subject to innumerable disadvantages.

The situation, says the journal in question, that is most distressing is the position of the public towards the trade. Admitting that soap, almost as much a public necessity as food, has gone up to unapproachable prices, it is claimed that the public is ignorant of the reasons for this, and the soap manufacturers are blamed. It is easy for the retailer to plead justification by referring to the prices that he is compelled to pay, but to the soap maker no such means of explanation are open, and he is consequently classed among those who would starve or speculate on the people.

*La Savonnerie Marseillaise* seeks to prove that the manufacturer is really the chief sufferer by this insufferable state of affairs, and proceeds to quote figures in support of the claim. It is explained that the prices of the raw material used in soap-making, in Marseilles especially, earth nut and palm oils, the substances most used, have been quite low and almost constantly declining since the disastrous years of 1870-1871 until 1895-1897. In 1870, it is explained, sesame oil and earth nut oil were 91 to 92 francs per 100 kilograms, coconut oil 94, and palm oil, similar to coconut, was 87. In January, 1916, after a series of fluctuations, these prices, which experienced a tremendous advance on the outbreak of the present war, stood at 145 francs for earth nut oil and 170 francs for coconut oil.

To this predominant cause of increase in the cost of manufacturing soap must be added the extra cost of transporting such material as was of foreign origin. The ship owners of neutral countries showed no hesitation in profiting by the plight of belligerents, while the railroads, too, almost monopolized by the military service, increased the cost of inland transportation, which for lack of rolling stock and owing to the absence on army service of so many employees, was greatly obstructed. Add to this a phenomenal increase in the cost of coal, which it was often difficult to obtain at any price, and a corresponding advance in the cost of all manufacturing supplies, and it will be admitted, as the writer urges, that manufacturers of soap had good reason for raising the price of their goods.

It is pointed out, however, that, while the prices of soap were raised to an extent sufficient to protect the manufacturer against actual loss, the increase was slow in taking effect, and even at to-day's figures the prices of soap, it is claimed, are not proportional to the increased cost of materials.

Another ground for complaint on the part of the soap manufacturers is that a speculative advance has been made in the cost of oils of domestic manufacture, although producers are paying no more than before for the seeds, etc. they use. Here, again, it is the soap industry that suffers.

## WESTERN POTASH TESTS SUCCESSFUL.

Following an experimental period of four years, during which chemists of the Solvay Process Company and the Pacific Coast Borax Company have been endeavoring to work out a process to recover the potash from the brines of Searles Lake, it is announced that the experimental stage has been passed and the industry is about to be established on a commercial basis.

The machinery is now being installed for the first unit, which contemplates the production of one thousand tons a month, and additional units will be added as demand warrants. Following laboratory experiments, four carloads of brine were shipped to the plant of the Pacific Coast Borax Company at Alameda, and this test proved the commercial success of the process, the potash produced testing 85@90 per cent KCl.

The operation of the plant will be in charge of the experts of the Solvay Process Company, while the sales end of the business will be in charge of the Pacific Coast Borax Company. C. B. Zabriskie, vice-president and general manager of the latter company, says his company expects to be able to make delivery of potash by January 1.

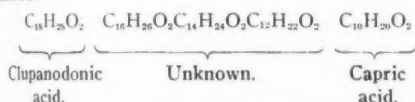
# IMPORTANCE OF THE VARRENTRAPP REACTION IN FATS AND SOAPS\*

By WALTER SCHRAUTH

The conversion of unsaturated fats and fatty-acids into saturated is principally accomplished nowadays by direct hydrogenation in the presence of a catalyzer. All previous processes, without exception, have not proved satisfactory in practice. And yet it appears as though one or the other of these processes could be technically carried out with the now available means.

Especially does this apply to the Varrentrapp reaction, by means of which it is easily possible to convert oleic acid by melting with an excess of caustic alkalis into palmitic acid, in accordance with the equation  $C_{18}H_{34}COOH + 2KOH = C_{18}H_{32}COOK + CH_3COOK + H_2$ . Here occurs, therefore, with simultaneous hydrogen development, a cleavage of two carbon atoms in the form of acetic acid, whereas the remaining carbon series is oxidized into palmitic acid. This process, which was technically carried out as far back as the seventies of the past century, has subsequently nowhere found adoption, on the one hand by reason of the risks entailed by the development of hydrogen occurring during the reaction; on the other, on account of the high cost that it entails. Both reasons no longer hold good, because, in the first place, the industry has accustomed itself to such risks, and on the other hand the cost of the process is much lower when in place of the pure oleic acid cheaper fats are used.

The Varrentrapp reaction is not confined to oleic acid, rather all unsaturated fatty acids are converted, in alkali fusion, into saturated ones of lower carbon-number, and it may be said in such a manner that for each double bond two carbon atoms are split off in the shape of acetic acid. For the clupanodonic acid (with four double bonds) as a result the following formula is obtained:



Now, clupanodonic acid, which is an important constituent of all train oils, is the cause of the characteristic train oil smell, which, with the progress of the destruction of this acid, must disappear. As a reaction product is finally obtained, a product that displays a certain resemblance to a cocoanut oil soap. Of course, by acidifying the fats, the fatty acids can also be recovered, which on distillation yield a snow-white distillate. The yield amounts usually to about 85 per cent. of the fatty acids used (10 to 12 per cent. loss through cleaving off of the acetic acids, 3 to 5 per cent. through the distillation residue). The melting point of the resultant fatty acids lies between 35 and 40 degrees C.; the iodine number is greatly reduced. The technical possibility of the process is admitted, especially if the process can be carried out with 50 per cent. lye in place of the alkali flux. It is certainly necessary that the fatty acids are used because the glycerine in melting would be transformed into exceedingly offensive smelling acrolein.

As apparatus, it is best to use an autoclave of 5,000 liters' capacity, into which is placed about 2,500 kilos of

train oil fatty acid, and 700 to 800 kilos of technical caustic soda, which has previously been dissolved in an equal quantity of water. Heat to 200 degrees C., and raise in the course of about 6 hours to 260 degrees C. The pressure must not exceed 10 atmospheres. The mass is then forced as hot fluid into a pan, and here either boiled directly into a marketable soap, or worked over for distilled fatty acids.

The addition of an oxidation medium, as prescribed by Riepel in his patent application, can be dispensed with, the effect of the alkaline flux being in itself oxidizing. The technical effect following the adoption of the Varrentrapp reaction would consist, in the first place, in a saving of cocoanut and palm nut oil. Hydrogenized train oils are tallow-like, and can only be worked into lathering soaps by the addition of other fats and fatty acids, whereas, according to the process in question, fatty acids are produced, which, in their composition, display a certain resemblance to the vegetable fats. Of course the hydrogen formed during the Varrentrapp reaction can at the same time be used for hydrogenation purposes, and it is thus possible, from the same raw material, the fluid evil-smelling train oil to find, on the one hand, a substitute for tallow; on the other one for the vegetable fat.

## LANOLIN SOAPS.

In the manufacture of toilet soaps, pure wool fat is principally used as a means of superfatting, either for milled soaps or for cold-made cocoanut oil soaps. For superfatting, only such a fat may be used that is not subject to rancidity. For this purpose Lanolin is adopted. It is, as is well known, recovered from sheep's wool, thereby deriving the name wool fat. Raw wool fat is not adapted for the above purpose, being a smeary, brown, unpleasant smelling mass. Lanolin is the best means for superfatting soaps, as by being used for this purpose it is not altered (saponified) in the least. It also fulfills the desired affect in washing, as it imparts fat to the skin, and to the water used in washing.

In order to incorporate it in a soap it is not necessary to liquify the Lanolin and mix it with the warm cocoanut oil before adding the lye. To 60 kg. of oil at the most 2 kg. of Lanolin and 2 kg. of glycerine are taken. The glycerine may, however, be first added to the soap when the lye is completely mixed with the oil. It was formerly complained that cold made soaps because of their content of free alkali were detrimental to the skin. Here also Lanolin produces a mild effect. The method of making such a Lanolin soap is very simple. First of all, the soap cannot be too cold. In summer the proper temperature is 24 degrees R., and in the winter 28 to 30 degrees R. One should not allow the soap to become too thick; in fact, the most beautiful soaps are obtained when they are made of medium thickness until the kettle begins to heat, and then immediately dropping the soap into the frame. Tallow is never used for such a soap since the finest product obtained therefrom comes out of the frame crumbly. A small percentage of potash lye may be used, through the employment of which the soap becomes somewhat more transparent. Iron frames are not suitable, for the soap comes into contact with the metal on the sides and bottom, and derives a dead appearance thereby, as well as appearing much lighter than the block in the middle. Wooden frames lined with linen are best adapted. When the soap is filled into the frames it is well covered, so that it may heat up itself. When the soap is taken out of the frames the block is cut into halves, and one will be surprised at the completed work. The soap is beautifully smooth, transparent, and should have, if properly proportioned, not show red when a drop of phenolphthalein solution is placed thereon, or too much lye has been used, or the lye was not properly stirred. Cheap Lanolin

\*Deutsche Parfumerie Ztg., 1916.

soaps are also manufactured, containing filling material, etc. Such soaps should not be classed with Lanolin soaps, for from such a soap it is required that it be free from alkali; that is to say, it may have no great excess of alkali and may not irritate the most sensitive skin.

Several formulae follow:

*Lanolin Soap I.*

- 60 kg. Cochin cocoanut oil.
- 28 " Soda lye, 38° B.
- 2 " Potash lye, 38° B.
- 2 " Lanolin.

*Color.*

- 2 g. Uranium yellow.

*Perfume.*

- 200 g. Gingergrass oil.
- 100 " Citronella.
- 100 " Oil orange.

*Lanolin Soap II (white) with Glycerine.*

- 60 kg. Cochin cocoanut oil.
- 28 " Soda lye, 38° B.
- 2 " Potash lye, 38° B.
- 2 " Lanolin (white).
- 2 " Glycerine, white. This is first added to the soap and then it is all stirred.

*Perfume.*

- 100 g. Oil of geranium.
- 50 " Bergamot.
- 100 " Terpeneol.
- 150 " Oil of lemon.
- 2 " Ultramarine blue dissolved in 200 g. boiling water. This is added to soap to make it appear whiter.

Two formulae for milled soaps follow:

*Lanolin Soap (Milled).*

- 25 kg. White soap base.
- 25 " Soap base.
- 3 " Lanolin.

*Color.*

- 1 g. Uranium yellow.

*Perfume.*

- 100 g. Oil geranium.
- 100 " Petitgrain.
- 50 " Oil lemon.
- 175 " Oil orange.
- 45 " Tinct. benzoin.
- 5 " Cumarin.
- 5 " Cananga.

*Lanolin Soap (White Milled).*

- 50 kg. Tallow soap base.
- 3 " Lanolin, white.

*Perfume.*

- 100 g. Oil linaloe.
- 50 " Lavender.
- 40 " Geranium.
- 40 " Cananga.
- 40 " Spike.
- 30 " Bergamot.
- 30 " Ionone.
- 50 " Terpeneol.
- 2 " Ultramarine blue.
- 20 " Rose tinct.

—Seifensieder Zeitung.

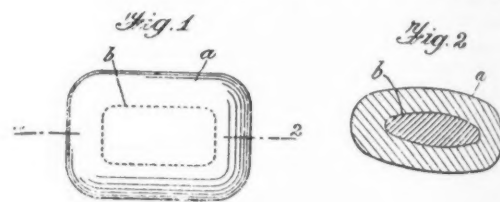
### THE HARDENING OF FATS.

Regarding the hardening of fats, a lecture by Dr. F. Bergius furnishes the following interesting data: In the well-known process of Normann and Wilbuschewitsch catalysts are required. The co-operation of these substances is unnecessary, if the concentration of the hydrogen dissolved in oil is increased by the use of compressed hydrogen. This kind of hydrogenation proceeds smoothly in the presence of alkali. Oleic acid with alkaline lye under a hydrogen pressure of about 30 atmospheres at 300°C. changes into sodium stearate, without any loss of oleic acid through decomposition. In this manner the hydrogenation and the saponification can be combined. As regards

soaps from hardened fats complaints have been made of insufficient lather, formation of spots due to the nickel content, and strong odor. These difficulties have now been practically overcome. The lathering capacity is decreased if the soaps are produced from very hard fats only. For this reason partially hardened fats are used or liquid fats are admixed to the hydrogenated ones. That the products from train oil become odorless is due to the fact that the source of the odor, the clupanodonic acid, is transformed by the hardening into odorless stearic acid. For the hardening of fats the best varieties of train oil must be selected. The whole material is therefore seriously drawn on. Other fish oils (herring and sardine oils) can also be used for the soap industry. The relatively high price of hardened fats can be explained by the monopoly of the producers while the costs of working are also rather high.—*Zeitschrift für angewandte Chemie*, (27).

### SOAP TABLETS.

In the complete specification of his British Patent No. 7,377 of 1915, J. Liddell, of 2 High street, Buxton, claims:—In buoyant transparent soap tablets the application of ad-



vertisements thereon by piercing the core completely through with a series of punctures or apertures arranged in the form of the design or other characters or matter to be displayed, and filling such punctures or apertures with colouring matter.

### Expansion of the Big Lautz Plant.

Carl A. Lautz, president of Lautz Bros. & Co., Buffalo, N. Y., informs us that the concentration of the operations of the Detroit Soap Co.'s plant with the much larger Lautz establishment in Buffalo has been completed. All of the soap is now made in Buffalo, and the Detroit plant has been practically dismantled, all of the machinery having already been taken to Buffalo. During the year just about to end the Lautz plant has been greatly enlarged. For a time after the Detroit purchase was made the manufacture of soap in the Michigan plant was continued, but this ended with the making of additional and extensive improvements in the Lautz establishment in Buffalo. Just previously the Lautz Bros. & Co., as we announced at the time, bought Gowans & Sons' factory in Buffalo, one of the oldest soap manufacturing concerns in the State of New York.

### Exports of Copra from Apia in 1915.

The largest copra crop ever shipped to San Francisco from Apia, Samoa, was in 1915, amounting in value to nearly \$600,000. The American sailing ships chartered for this trade in San Francisco go direct to Apia loaded with general merchandise and lumber, but oftentimes they are loaded for Australia or New Zealand and return to Apia in ballast, taking on a load of copra at that port for the return voyage to San Francisco.

### Advance in Soap Prices in Britain.

Soap manufacturers in the United Kingdom have issued new lists, which show an advance of 3% to 4%, according to quality, in prices of all bar soaps. The advance has been necessitated by the increased cost of raw materials. Soapmakers are not receiving any benefit from the position of glycerine, the whole of their production of which has been commandeered by the government at a very low price.

## FEATURES OF CHEMICAL MARKET.

(Continued from next page.)

The announcement of contract terms for next year in the staple heavy chemicals has been the leading development of the month. Soda ash, the basic material, has been offered at 1½¢. for light and 1¼¢. for dense, basis 48 per cent., on which schedule makers' output has been heavily engaged. Second hands are taking advantage of the sold-up position by naming 2¼ and 2½¢., respectively. A quotation of 2¼¢. has been made for caustic soda, basis 60 per cent., over next year, but the market for forward delivery has been well covered, and it is doubtful whether new orders will be generally booked. Bichromate of soda is offered on 1917 contracts at 24¢. and according to some reports, this figure has been shaded by 1¼¢. After a weakening tendency, due to sharp outside selling pressure, the spot market recovered on a spirited demand, in which producers were said to have joined. Caustic potash is on a firmer basis under the influence of the basic material and the heavy engagements of makers. Sulphate of ammonia has stiffened on the heavy booking of forward orders and the absence of foreign competition. Offers are generally light and in some quarters quotations are nominal. There is an easier tone to the market for sulphuric acid on keener competition induced by increasing production, with revised quotations \$20 for 60 degrees and \$25 for 66 degrees for spot delivery. A lower basis is in effect for starch, in sympathy with the easier position of raw materials. Rosin has advanced with the increasing absorption of stocks in first hands who are well fixed financially, but the soundness of prevailing conditions has been freely questioned and a hand-to-mouth buying policy has been generally adopted.

## Cocoanut Oil Exports from Philippines.

An increase of nearly 100 per cent. in the amount of exports from the Philippine Islands for May, 1916, as compared with May of the previous year, is borne out by the figures for coconut oil. The total value of the coconut oil exported during May, 1916, was \$340,766, as against \$144,000 for May, 1915. It is expected that an increasingly large proportion of the coconuts produced in the islands will be marketed as oil in the future.

While the expansion in the foreign trade in coconut oil was being registered, there was a marked falling off in the quantity of copra exported. The total value of this commodity sold abroad during May, 1915, was \$1,131,424, while that for May, 1916, was only \$151,565.

## Big Cocoanut Oil Plant for Baltimore.

Another important manufacturing enterprise has been announced for location at Baltimore, which will represent an investment of about \$340,000 for buildings and equipment of machinery. The Cocoanut Products' Corporation of New York will build this plant, 317 x 118 feet, with mill four stories high and other buildings one-story high. The plant will have a daily capacity of 125 tons of copra. The buildings will cost \$140,000, and the machinery will cost \$200,000.

## Swiss Trade in Crude Glycerine.

Consul Philip Holland, at Basel, Switzerland, reports: "Crude glycerine to the amount of 445,734 pounds, valued at \$106,075, was shipped in 1915. This was a spasmodic trade due to contracts between an English and an American firm wherein the supplies had to be furnished from Switzerland instead of England. This product had heretofore been exported to England."

## OPPORTUNITY FOR WASHING SOAP.

(Vice Consul A. G. Watson, Aden, Arabia.)

There have been inquiries at Aden for samples and prices of American soap for washing purposes. The greatest objection to American washing soap already introduced is that it is too soft and is consequently used up more quickly than the French article. This French soap is now retailing at \$5.84 per case of 100 pieces, while American soap is selling at \$4.54 per case of 100 pieces. Undoubtedly the same price can be obtained for American soaps if this principal defect is remedied.

A special trade-mark should be provided for the soap, as, once its reputation is established, it will be sold on its mark. An importer of American soap has informed me that he introduced the American article into this market and another firm was then granted the agency in conjunction with him, but the original introducer was not satisfied and withdrew from the business. It should be impressed on the manufacturer that he must grant a sole agency or he will create dissatisfaction and deprive the importer of a profit. Samples, prices, and other particulars should be furnished in seeking representation here.

Imports of soap by countries for the year ended March 31, 1915, were: United Kingdom and possessions, \$5,073; Italy, \$3,761; United States, \$1,255; Austria, \$355; France, \$38,960; other countries, \$678; total, \$50,082.

[A list of merchants at Aden who are not at present handling washing soap but would probably be interested in the introduction of such goods may be obtained from the Bureau of Foreign and Domestic Commerce, its district or co-operative offices. Refer to file No. 78,808.]

## GLYCERINE SUBSTITUTES IN GERMANY.

Because of the increasing shortage in glycerine in central Europe, on account of the scarcity of raw materials resulting as one of the consequences of the war, a vast number of substitutes have been recommended by German chemists. Such a substitute, to be good, according to writers in a German paper, must conform to the following requirements:

It must have fatty properties, but should not be sticky.

It must be very hygroscopic, and should not be decomposed at high temperatures nor congeal at low temperatures.

For use as a cosmetic and medicinally it must be neutral, not poisonous, not irritable to the skin, be inodorous and tasteless, and not dry on the skin quickly. It should not corrode metals.

The authors describe five kinds of glycerin substitutes, viz.: (1) Gum, glue, and viscous substances; (2) sugar solutions; (3) mixtures that contain fixed oils; (4) salt solutions, and (5) mixtures of substances resembling these. They describe the following:

Group 1.—Lempellin, a decoction of Carrageen, preserved with borax and formaldehyde. Algin, an infusion of laminaria with a soda solution. Novoglycin, a solution of glue in water. Glycerit quince mucilage with 10 per cent of glycerin and a little borax. They also mention preparations of agar-agar, fish glue, Iceland moss, linseed, marshmallow root, salep and tragacanth. An objection to all substitutes of this group is that they require preservatives for keeping them.

Group 2.—Glycerin substitute (Henkel), two sorts, both containing about 60 per cent of sugar.

Group 3.—Proglycerin, a liquid lanoline emulsion. Paraffin is also recommended.

Group 4.—A solution of calcium chloride, 36 per cent, is recommended for some medicinal purposes. Perglycerin contains 45 to 70 per cent of sodium lactate in solution, and perkaglycerin 60 to 80 per cent of potassium lactate.

Group 5.—Solutions of glucose mixed with magnesium chloride.

## Cottonseed Oil Rate Attacked.

In a complaint to the Interstate Commerce Commission the Procter & Gamble Co. attacks the rate of 34½¢. per 100 lbs. on cottonseed oil from Alabama to Ohio. A rate of 22½¢. is asked as is also a refund of \$171.72.

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

A month ago, the official selling basis for New York Special Tallow was 9½c. and from which level the market has steadily advanced to the latest sale which took place today, viz. 10¾c., and at which price several hundred drums were taken by one of the largest soap makers here.

With the continued advance in lard to the record price 15½c. per pound for October delivery in Chicago, and cotton seed oil to the highest price ever paid for the December option, viz. 12c. per pound, which price was established today, it would appear that tallow is likely to sustain the present level of prices and probably advance still further, unless some unforeseen situation should arise.

Owing to the continued high prices for fats, there is a curtailment for its demand from several quarters, where tallow is used for other than soap making purposes, and this is bound to have some effect. Furthermore, glycerine prices have not advanced commensurately with the advance in tallow.

The market is showing earmarks of a similar situation, which prevailed some months ago, when the price of 11c. was reached for New York special tallow, and then gradually broke to 9¾c. with quick drop in succession to 7¾c., and from which price the market has steadily advanced without reaction to the present price of 10¾c.

However, it is likely that prices will either be steady or advance a trifle further before breaking.

The market situation requires the very closest watching, and there is no real scarcity of tallow, for if such were the case, prices would be ruling much higher, but the situation is such that no given rule can be applied.

TOBIAS T. PERGAMENT.

October 18, 1916.

### GLYCERINE.

(Specially written for this journal by W. A. Stopford.)

**DYNAMITE.**—After a slight reaction due to the lack of interest on the part of consumers and refiners, the market has developed a strengthening tendency, following good sales for refining account and for export, with the improved position of crude a further factor. The operations of the German submarine near our shores had a buoyant effect, but there has been no evidence of a renewal of operations by the powder interests. Some of the large soapmakers are said to have exported considerable dynamite glycerine, in exchange for oil, and this, with shipments of crude for the same purpose has served to keep stocks at a low point. The oil situation has made it possible to export crude at much higher prices than refiners would pay. The reduction of raw material stocks has evidently induced refiners to act sooner than they otherwise would have, and they have forced dynamite relatively much more favorable for their purpose and available in greater quantities than crude. With the demand for next year likely to assert itself at any time and with the outlook for continued high prices for oils and fats, there is little prospect for any decline in dynamite glycerine. The opinion has been expressed that glycerine powders

will in the future be made to a greater extent abroad, where the raw material is more abundant, and the efforts of makers here will be confined to the production of nitro-cellulose explosives. For industrial uses, nitro-glycerine explosives are less in demand, owing to the lower prices for ammonia powders. Manufacturers are seeking to establish the latter so firmly now that when normal conditions are resumed, they will be in general use and the difficulties which they have experienced at times in the glycerine market will be eliminated. The market early in the period in review was regarded easy at 42½c. but late sales have been made at 45c.


**CHEMICALLY PURE.**—From 42c. in bulk the market has advanced to 45c., at which sales of several cars have been made. In the west 47½c. is quoted. There is more inquiry for nearby as well as future deliveries. Resale lots have practically disappeared.

**CRUDE.**—Under a good demand, chiefly for export, prices have strengthened and further business has been checked for the time being by the unwillingness of refiners to meet holders' views. For export, 40c. for lye, basis of 80 per cent. drums included, is said to have been done, with further inquiries in the market for larger quantities. The export trade has been fostered by the relatively low prices of oil abroad and render the large stocks reported in Europe and the maintenance of local prices for crude glycerine there will probably be continuous trading in 80 per cent. lye for some time. Refiners' views are 32@32½c. for prime quality 80 per cent. lye, loose. Saponification is nominally worth \$36½@37c., basis of 88 per cent. loose, but some makers are holding for 40c. This grade is not being taken for export, so that the premium which lye has brought is not possible.


(Continued on preceding page.)

### Soap Materials.

Glycerine, C. P., 45@46c.  
 Dynamite, 45@46c.  
 Crude, soap lye, 80 per cent. loose, 33@34c.  
 Saponification, 88 per cent. loose, 37@40c.  
 Oils, Castor, 14½@15½c.  
 Cocoanut, Cochin, 14½@15c.; Ceylon, 13½@14c.  
 Corn, crude, bbls., 8.36@8.46c.  
 Cottonseed, crude, tanks, 69@70c.; refined, \$9.30.  
 Olive, denatured, 86@88c.; prime foots, 9¾@10¼c.  
 Palm, Lagos, 10½@11c.; red, prime, 10@10½c.  
 Palm, kernel, 14@15c.  
 Peanut, 72½@76½c.  
 Soya bean, 7¼@7½c.  
 Tallow, city, 8c.; grease, yellow, 7@7¼c.; brown, 6½@7c.; white, 7½@7¾c.  
 Chemicals, etc. Borax, crys. and gran., 6¼@7c.  
 Caustic potash, 88 to 92 p. c., 85@90c.  
 Caustic soda, 76 p. c., 4@4½c.  
 Carbonate potash, calcnd, 80 to 85 p. c., 50@55c.  
 Salt, common, fine, 92c.  
 Soda ash, 58 p. c. 3@3¼c.  
 Soda silicate, \$1.00 per 100 lbs.  
 Sulphate ammonia, \$4.00@4.10.  
 Sulphuric acid, 60 deg. \$20@25.  
 Starch, pearl, \$2.65@2.74; powd., \$2.70@2.79.  
 Stearic acid, single pressed, 12½@13c.  
 Zinc oxide, American, 9¾@10c.  
 Rosin, water white, \$7.10@7.25.  
 Pine oil, sweet, 62½c@65c gal.



## TRADE NOTES



Louis P. Mosti, one of the proprietors of Mosti Laboratory Co., Mexico City, was a recent visitor to this office. This firm was established about four years ago, and is now manufacturing toilet soaps, perfumes and toilet preparations. Mr. Mosti was here about a month buying raw materials and containers, and left for Mexico on Sept. 25.

Col. Austen Colgate, of Colgate & Co., this city, made a most valiant run for the Republican nomination for Governor of the State of New Jersey. Official returns show that he lost by only 3,611, his team mate for the United States senatorial toga having been beaten by several thousand more. The colonel carried Essex County, of which he formerly was State Senator, by a large plurality, and everywhere in northern New Jersey his popularity was in evidence, but the obstinate South Jerseyites turned the result against him. At the Republican State convention later Col. Colgate was chosen as one of the party's two nominees for Presidential electors at large.

Mr. J. E. Wolfe of the National Aniline & Chemical Co., Chicago, was in New York last month visiting the company's headquarters in this city.

Mr. J. H. Neumann, manager of the National Aniline & Chemical Co., of Chicago, was in New York last month for about a week and dropped in to see the Editor.

Mr. D. A. Bennett, of Bennett & Davis, Chicago, was in New York for a week last month with Mrs. Bennett.

Mr. T. T. Holman, who has been in charge of the Chicago branch of the Antoine Chiris Co., of New York, for a number of years, is now handling the Pacific Coast branch at his headquarters in San Francisco.

Mr. R. H. Lingott, who has been associated with Mr. Holman, of the Chicago branch, succeeds to the management thereof.

Mr. A. E. Fearnley, of W. J. Bush & Co., Ltd., London, England, is visiting the United States for a short time.

Mr. Hans Triest, president of H. Marquardt & Co., Inc., New York, vanilla bean importers, is back at his office after several weeks' illness.

The Theo. Miller Mfg. Co., Duane and Elm streets, New York, manufacturers of manicuring and other preparations, has passed into the hands of the R. V. D. Corporation, 90 West Broadway, New York. All the patents, good will, and assets of the company have been purchased, and the products are being manufactured in the factory of the R. V. D. Corporation, 317 Greenwich street, New York. Mr. Theodore Miller continues as chemist for the company.

The new laboratories of the Kolynos Co., at New Haven, Conn., have been officially opened and have been visited by representatives of prominent dental associations and re-

search societies from several States. The new building is at 130 Bristol street. It is institutional in character and is designed to resemble a national dental hygiene laboratory. Two floors are given over to the making of Kolynos dental cream and the filing of tubes.

Mrs. M. Wunder, of M. & A. Wunder, Los Angeles, Cal., engaged in the perfumery and toilet goods trade, was a recent and very welcome visitor to New York City. Mrs. Wunder left her home city on August 25 on a trip combining business and pleasure, and after stopping in Denver, Chicago and some other lesser cities, she arrived in New York in time to turn her face westward again with the expectation of being back with the California angels by November 1. Mrs. Wunder is an extremely fine type of the progressive, business woman of the Occident. She likes New York, as do all visitors who have perception and acumen. But California is her chosen field and she returns there with some new ideas and much information of practical value gathered in her tour of two months forth and back over the continent.

George V. Gross, of the firm of Geo. V. Gross & Co., essential oils, of this city, is still traveling through the West on an extensive business trip, but expects to be back in New York about the 25th of the month.

Mr. Charles Semsey, who is now representing Geo. V. Gross & Co. of this city, has just returned from a trip through New York State and Pennsylvania, and will soon return over the same territory, which he will cover regularly.

L. A. Van Dyk, manufacturing chemist, 90 West Broadway, New York, has established a branch office at 440 S. Dearborn street, Chicago.

Madame Helene Toilet Co., Chicago, has been incorporated and is capitalized at \$25,000. The business has been conducted for the last twenty years as a firm.

Mr. Theodore R. L. Loud, who has been elected vice-president and general manager of the New York Quinine and Chemical Works, assumed his new duties October 2. Mr. Loud, who has been a member of the New York Drug and Chemical Club almost since its inception, has a notable array of friends and acquaintances throughout the country, having for years traveled in the wholesale drug business. Mr. Loud rejoices in the appellation of Peptimist. The word in his lexicon means always be an optimist and put plenty of "pep" into your work.

Mr. L. G. Ryan, managing director of the Mallinckrodt Works of Canada, made a visit to the New York branch of the Mallinckrodt Chemical Works early this month.

Mr. M. H. Hickox, of the works in St. Louis, also was a recent visitor at the New York office. He is the company's southern representative.

In this issue appears the initial advertisement of The Stearyte Co., Inc., 312 E. 22d street, New York, makers of zinc stearate, etc. The organizer and executive officer is Mr. D. H. Brandes, who is president and secretary; Mr. August Brandes being vice-president and treasurer. The capitalization is \$50,000. Mr. Brandes has been engaged in this line of manufacture for several years, having backed the Bendick Co., of Brooklyn. The plant occupies an entire floor in a large factory building and is well equipped to handle a large output.

Clifford A. Russell, who has been engaged in the essential oil and perfume material industry for 10 years, has established the firm of Russell & Co., 99 Beekman street, New York, with his son, C. A. Russell, Jr. The firm handles a line of synthetic flower oils, and is American agent for Kiril Kristeff, Stara-Zagora, Bulgaria, shippers of otto of rose.

Monsieur Xavier de Redon, son of Mr. and Mrs. John de Redon, arrived in this world on Sunday, October 8, at 8:30 a. m., and will reside with his parents at New Rochelle. His father, who is secretary and treasurer of Ricardo Gomez & Dietlin, Inc., 80 Maiden lane, New York, sailed for Spain on the *Reina Maria Cristina* from Havana, Cuba, on October 21.

Mr. Joseph Tankard, a well-known perfumer, has returned to New York from a four months' stay at Thousand Islands, N. Y.

Louis Rieders, soap manufacturer, of 510 East Seventy-sixth street, New York, filed schedules in bankruptcy on October 14, showing liabilities \$3,633, and no assets.

Robbers recently invaded the business premises of President Bernard DeVry, of the Barbers' Supply Dealers' Association of America. The store of the DeVry Barbers' Supply Co., 26-28 Main street, Evansville, Ind., was broken into and a considerable quantity of valuable razors was stolen. Barbers have been warned to look out for persons trying to sell razors below their actual value.

Reports that the United Drug Co., Boston, Mass., has absorbed the Walter M. Lowney Co., chocolate manufacturer, are officially denied. The reports grew out of the organization of a corporation called Chocolate Refiners, Inc., which has made contracts with both the Lowney concern and the drug company. The contracts are to furnish raw chocolate materials to the United and to Lowney. One of the Lowney plants has been sold to the new corporation.

George Hall, president of the United Perfume Co., and a director of the United Drug Co., Boston, Mass., delivered a lecture on "The Making of a Perfume" on Friday, October 6, before one hundred and fifty managers and assistant managers of Liggett drug stores, in the New York sales headquarters, Thirty-fourth street and Seventh avenue.

This interesting address covered the entire field of raw materials and was made doubly interesting by an exhibition of many of the products that were described. The lecture was illustrated with a number of slides made from photos

taken in many of the essential and flower oil-producing regions of the world.

Mr. Hall was followed by E. Ward Bartram, manager of perfume sales of the United Drug Co., who dwelt upon the methods that are followed by successful druggists who secure unusually good results in the sales of perfumes and toilet preparations.

Professor Julius Stieglitz, of the University of Chicago, and Dr. Leo Baekeland, of New York received the honorary degree degree of doctor of chemistry from the University of Pittsburgh at its recent commencement.

Dominion Soap Co., of Hamilton, Ont., is reported to have been organized with a capitalization of \$50,000.

Sellers of motor trucks say that after a long period of selling purely on demonstrations, business men are beginning to buy upon a basis of known results and no longer view power trucks as experiments in replacing horse drawn vehicles. This is a phase of business economy which really needs no demonstration, except as to the reliability of any particular make of trucks.

Charles N. Crittenton Co., long engaged in this city in the wholesale distribution of drugs and medicines, is going into voluntary dissolution. The liquidation probably will not be completed before next May.

A man representing himself as the son of Mr. Cook, of Cook, Everett & Pennell, Portland, Me., recently appeared at the office of the Oil Products Co., Inc., Battery place, New York, and tried to borrow \$20. The man disappeared while a long-distance telephone message was revealing the fact that he was only a thieving imposter. The crook visited several other business houses in the metropolitan district. So far as known he got nothing. Watch out for him!

Mr. Paul Schulze-Berge, Jr., of Heine & Co., New York, returned on October 3 from a four-months' trip to Europe.

Parke, Davis & Co., Detroit, is celebrating its semi-centennial. This important drug and chemical corporation was born in 1866, and has since spread all around the world, while its activities have assumed multiple phases. A "Jubilee Souvenir" describes the birth, progress and amplifications of its scientific efforts.

Cambridge Soap and Chemical Co., now at Greenpoint, New York City, has purchased the northeast corner of Hamilton street and Harris avenue, Queens Borough, and will erect a four-story factory building.

Exhibitors at the National Drug Show, held in connection with the eighteenth annual convention of the National Association of Retail Druggists in Indianapolis last month, included the following: Armour Soap Works, Chicago; Aromint Co., Cincinnati; Baldwin Perfume Co., Chicago; Colgate & Co., New York; Gerhard Mennen Chemical Co., Newark, N. J.; F. F. Ingram & Co., Detroit; Andrew Jergens Co., Cincinnati; John T. Milliken Co., St. Louis; Newskin Co., Brooklyn; J. Hungerford Smith Co., Rochester, and the Richardson Co., Rochester.

The Ramsdell Drug Co., Fifth avenue, this city, announces that it has obtained the services of Mr. S. A. Burrows as sales manager. Mr. Burrows, who was with Daggett & Ramsdell for 10 years, has taken charge of the company's publicity campaign for Ramsdell's Olive Cream. Mr. Burrows, judging by his previous accomplishments, will achieve another success in his new connection.

John T. Milliken & Co., toilet preparations, St. Louis, Mo., are building a new laboratory which will cost \$350,000. The original plan was for a less expensive structure, but the increase in the ratio of business has caused Col. Milliken to provide for contingencies.

American Druggists' Syndicate, located in the Queens Borough part of New York City, is rejoicing in the completion this month of a big, seven-story building of reinforced concrete. The new structure was finished just 11 years to a day after the syndicate was born in a lone little room in the Metropolitan Tower in Manhattan. This building makes the fourth large unit of the plant in Long Island City. Starting with little except "good will" 11 years ago, this association of retail druggists now has assets which are estimated at \$5,000,000.

Langley & Michaels Co., wholesale drug firm, San Francisco, has acquired an extensive piece of property adjoining the present building, and will erect a new building which doubles their floor space and afford opportunity to handle its largely increased trade.

Mr. C. F. Michaels, vice president of the company, who has been east on a tour with Mrs. Michaels, left New York for home on October 14.

McCormick & Co., manufacturers of flavoring extracts, drugs and spices, Baltimore, Md., have acquired the entire block bounded by Hillen street, the Fallway, Bath and Front streets, to extend their facilities for manufacturing and storage.

"My doctor told me I would have to stop eating much meat."

"Did you laugh him to scorn?"

"I did at first. But when he sent in his bill I found he was right."—*Clubfellow*.

J. W. Lyon & Sons, Inc., makers of Dr. Lyon's Perfect Tooth Powder and Dental Cream, have announced a reduction in price. The new price will be \$24 per gross. When the war stamp tax was imposed last year the high cost of labor and materials, together with the extra cost of manufacture caused by the tax, compelled a raise in the price of Dr. Lyon's. At that time the makers announced that as soon as the tax was discontinued the price would be reduced. Now that the tax has been taken off, the promise will be carried out, despite the fact that labor and materials costs remain as high as ever. "This is in keeping with the fair play policy of our house," said one of the officials of the company.

His ADVANTAGE.—"A perfume manufacturer has one advantage over the director of the mint."

"What is that?"

"He coins dollars by making scents."—*Baltimore American*.

Fire destroyed two large five-story brick buildings belonging to Swift & Co. at the stock yards August 26, causing a loss estimated at \$200,000. The buildings were used for lard refining and the manufacture of soap. The flames spread with such rapidity that half the fire apparatus of the city was called to prevent a spread to other structures.

Postmaster Morgan, of New York, announces that the maximum weight applicable to parcel post packages exchanged between the Republic of Panama and the United States now is 20 pounds instead of 11 pounds as heretofore, the postage rate to remain at 12 cents a pound or fraction of a pound as heretofore.

He also advises that admissible liquids and oils, pastes, salves, and other articles easily liquefiable may now be sent by international parcel post from the United States to Ecuador, and from that country to the United States, provided the articles are packed in accordance with the requirements of the postal laws and regulations for such articles in the domestic mails.

Jarden Lithographing Co., 310 N. 11th street, Philadelphia, Pa., manufacturers of special and stock labels, box wraps, can wraps, display containers and cartons, etc., advise us that they contemplate enlarging their plant, as they have been running at full capacity for several months and have been forced to operate several nights a week. The members of this enterprising firm are George W. Jarden, who supervises the engraving and lithographing, and James H. Finley, the sales and business manager. In addition to their advertising in this journal they regularly distribute samples of their work, the latest that has come to hand being a nine-color envelope representing cyclamen flowers.

At an unofficial meeting of the National Royalties Co., which owns the common stock of Cosmo Buttermilk Soap Co., in Sandusky, Ohio, recently, plans were perfected to raise \$25,000 to push Cosmo buttermilk soap on a large scale. Approximately \$10,000 was turned over to the company's president, Mr. J. W. T. Davis, at the meeting to manufacture the soap immediately in carload lots, and fill orders already on hand.

Mr. C. Fraysse, Detroit, Mich., has been asked to take charge of a perfume booth at the Allies Bazaar which will be held in Detroit November 15-25. Mr. Fraysse advises that the bazaar is to be conducted in the interest of charity and that contributions of goods from manufacturers of perfume will be welcomed, but that no display advertisements can be allowed.

All the funds received from the perfume booth will go direct to the relief of war widows and orphans in France.

Mr. A. Alexander, consulting chemist and perfumer of this city, occasionally pauses in his analytical researches and in one of these moments he applied his tests to a Harlem local paper, rather a rash thing to do, perhaps, but he was rewarded by the discovery of the following gem of humor:

SOME NOSE.—"Marmaduke, do you know how iron was first discovered?"

"No, how?"

"Oh, they smelt it!"

At the recent annual election of officers of the New York Credit Men's Association, Mr. William F. H. Koelsch, vice-president of the Bank of the United States, was re-elected president. Following are the other officers chosen: First vice-president, Mr. Wm. M. Kennard, Graupner, Love & Lamprecht; second vice-president, Mr. H. Uehlinger, Moller & Schumann Co., and treasurer, Mr. Owen Shepherd, International Paper Co. The autumn banquet will be held at the Hotel Astor, October 26.

#### NEW INCORPORATIONS.

Cuban Potash Corp., to acquire, own and develop lands containing potash, deal in fertilizers, capital stock \$5,000,000, has been incorporated in Delaware by Theodore B. Heller, Thomas C. Meadows, Irving E. Burdick, all of New York.

George Kremer, Inc., New York, hair dressing, manicure, chiropodist, massage, capital stock, \$5,000, has been incorporated by B. Mittler, C. Marks, G. Kremer, Pelhamwood, Pelham, N. Y.

Metropolitan Syrup Co., Inc., New York, syrups, extracts, flavors, deal in milk, cocoa, capital \$14,000, has been incorporated by J. Leff, H. Markowitz, M. Kaplan, 87 East 107th street, New York City.

Hinz Ambrosia Preparations Co., Inc., hair tonics, face lotions, capital stock \$10,000, has been incorporated by C. H. Stanton, D. E. Wing, J. F. Hory, 42 Broadway, New York City.

J. Leff Co., Inc., New York, syrups, flavorings, malted milk, gelatine, sugar, products, chemicals, transfer, trucking, express, \$10,000 capital stock, has been incorporated by J. Bock, M. Kaplan, J. Leff, 53 Franklin avenue, Edgemere, N. Y.

Kings Specialty Co., manufacturers of toilet articles, Temple Court building, Chattanooga, Tenn., has been incorporated with a capital stock of \$25,000.

Joy Products Co., Inc., New York, soap, washing powders, chemicals, capital stock \$10,000, has been incorporated by B. B. and E. A. McAlpin, F. B. Robinson, 68 William street, New York City.

E. F. Drew & Co., New York, has been incorporated under the laws of Delaware, with \$350,000 capital, to deal in oils, essences, chemicals, etc.

Bornn Distilling Co., Inc., Manhattan, New York City, to manufacture bay rum, spirits, wines, etc., capital stock \$75,000, has been incorporated by F. Bornn, 66 Broadway, New York City; G. Gaden, Jr., 401 East 187 street, Bronx; A. Miller, Angelica.

Ponce De Leon Beauty Preparation, Inc., New York, cosmetics, creams, lotions, kindred products, capital stock \$50,000, has been incorporated by C. A. Bennett, A. Birenbach, G. J. Ranger, 30 West 58th street, New York City.

Italo Guatemala Coffee Importing Co., Inc., New York, coffee, cotton, tea, spices, capital stock \$10,000, has been incorporated by A. Santibanez, M. A. Puga, V. Taggino, 200 West Fourth street, New York City.

Commercial Electrolytic Corp., New York, pharmaceutical preparations, toilet articles, drugs, chemicals, capital stock \$150,000, has been incorporated by L. Molin, C. A. Buerk, A. W. Brand, 330 Park avenue, New York City.

I. Slobotzky, Inc., New York, chemicals, products, dye-stuffs, extracts, drugs, merchandise, \$10,000 capital stock, has been incorporated by W. Saenger, A. Seligman, I. Slobotzky, 154 Nassau street, New York City.

Martha Rose Fisher Toilet Co., Los Angeles, Cal., capital stock \$25,000, has been incorporated by Directors Mar-

tha Rose Fiser, Winona Woodward and Florence A. Stanton.

Automatic Sanitary Toilet Seat Protection Co., to manufacture and sell toilet seats, capital stock \$100,000, has been incorporated in Delaware by Ernest Spamos, F. G. Knapp, R. Wilmarth, all of New York.

Stearyte Co., Inc., chemicals, drugs, medicines, oils, toilet articles, perfumeries, capital stock \$50,000, has been incorporated in New York State by R. L. Jagocki, J. and H. Wendt, Pearl River, Rockland County, N. Y.

#### A TROUBLE MAKER.\*

This is a new manual covering a wide range of products from jams to "mustache fixatives," from synthetic mineral waters to dyes. Incidentally there is a large number of formulae for "essences" (whatever they are) and some rather ancient analytical methods. A delightful ignorance of American legal requirements prevails throughout; in fact, the book is a characteristic example of those numberless "practical" recipe books which kept the manufacturers, of this country at least, in continual conflict with food and drug law officials.

For example, Mr. Walter gives on page 315 a formula for vanilla extract which is two and one-half times legal requirements, while on page 345 the addition of vanillin is directed. One formula for almond extract yields three times the legal standard, another ten times! A lemon extract on page 340 figures out 12% oil, on page 312 both lemon and orange extracts are doctored with peppermint oil or cinnamon oil. Saponin is directed to be used, and directions furnished therefor, and on page 350 a whole set of vinegars are concocted out of commercial acetic acid. Truly a trouble maker!

As concerns analytical methods, we will only remark that the ash determination is much overheated (causing loss of volatile salts), that higher alcohols (fusel oil) is no longer determined as described, that aldehydes are now determined colorimetrically, except in a few cases where titrations are possible and the polariscope is generally used for sugar determinations. No methods for estimating essential oils in extracts ("essences") are given, nor any methods for vanilla and other fruit extracts.

Under jams, some references to German legal standards are given, but throughout the book there is no evidence that the author ever heard of the many legal standards used in this country for the last twenty years.

R. O. BROOKS,  
191 Franklin St., N. Y. City, Consulting Food and Drug Chemist (formerly State Chemist, N. J. and Pa.)

#### NEW PUBLICATIONS, PRICE LISTS, ETC.

BIBLIOGRAPHICAL CONTRIBUTIONS, No. 11, Volume II, October, 1916, from the Lloyd Library, Cincinnati, Ohio.—This issue contains another installment of the works of reference on file in this excellent array of books and pamphlets, the list comprising authors on botany included under the letter L. It was prepared, as usual, by the librarian, Edith Wycoff.

CLASS, a bright little journal in tabloid size for the "promotion of efficient class journal advertising," has moved from Louisville, Ky., to Chicago to be closer to the middle west center of the trade paper publishing and advertising business. It is now to be published monthly at 801 Trans-

(\*Essence Industry," by Erich Walter. John Wiley & Sons, New York.)

portation Building, Chicago. G. D. Crain, Jr., the editor and publisher, is well equipped to make a success of Class. He is a man of ideas and knows how to use them to advantage.

"THE NEW IDEA," published by Frederick Stearns & Co., Detroit, Mich., is out for September, and a copy received by us shows "pep" and progress. Frank Farrington, one of the most popular and practical writers on drug trade subjects, begins a series of five papers in this number. The rest of the contents offers a varied feast for the readers, who, of course, are druggists.

OIL PRODUCTS Co., Inc., 17 Battery Place, New York City, which manufactures, imports and exports white mineral oils, petrolatum and their products, has issued Specialty Price List No. 27, September, 1916, cancelling all previous issues. The list includes quotations on all of the specialties of the company, including Usoline oil, Usola cold cream, cold cream in bulk, Usolatam, quinine pomade (white), Usola quinine-petrole hair tonic, Usola red rose pomade, Usola camphor ice and other products.

ARABOL MFG. CO., 100 William street, New York.—This company, in its customary announcement for November, a copy of which has been received, makes a strong argument in favor of the various brands of adhesives which it markets.

FRIES & FRIES, manufacturing chemists, Cincinnati and New York, send us their October price list of synthetic oils, perfumers' raw materials, chemicals and flavors. The price list is not only neat, attractive and compact, but it has blazoned in gold letters on the title page the slogan, "Made in the U. S. A.," which has become so popular among American chemists. The booklet is a model in every way. It is handy in size and the necessary information is given conveniently.

#### OBITUARY NOTES.

As we go to press we learn that a brief cable has been received advising of the death of M. Maurice Simon, Paris, a well-known vanilla bean dealer.

News has just been received in this city of the death of Solomon Gold, retired soap manufacturer, Schenectady, N. Y., which occurred August 20. Mr. Gold was only 58 years old, but took to heart the death of one of his sons who was killed by the overturning of his automobile. His widow, five other sons and a daughter survive.

Joseph C. James, of Dayton, O., died September 13. For many years he was connected with the firm of Jones Brothers, manufacturers of oil soaps and similar articles. He was well known through the middle west. He leaves three daughters and two brothers.

James Bowen Raynor, eighty, one of the founders of the Buck & Raynor chain of drug stores in Chicago, died on September 27. He was born at Boston and went to Chicago in 1857. He retired from business in 1888. He leaves one son, Robert L. Raynor, of Hartford, Conn.

Commodore Charles H. Tompkins, long prominently identified with the New York wholesale drug trade, died on October 7, at his home in East Orange, N. J. He was 83 years of age, and retired from business four years ago. For years he was with the old firm of Lazell, Dalley & Co., but his last work was as head of a department for Schiefelin & Co. A daughter, Mrs. A. T. Manning, survives him. The interment was at Mount Hope, Boston.

#### Frederick W. Stecher

Frederick W. Stecher, of Cleveland, O., proprietor of Pompeian massage cream, died at Watkins Glen, N. Y.,

September 27, of heart disease. He invented the cream which made him wealthy while conducting a small retail drug store in Cleveland.



A. STECHER.

At first he was both manufacturer and salesman, but by putting into advertising all the profits he made he had become a multimillionaire within about fifteen years. Latterly he has expended \$200,000 yearly in advertising this one product. Mr. Stecher was of a retiring disposition, and,

though he spent millions in advertising Pompeian cream and the multigraph, he avoided personal publicity. He was liberal in his gifts to charity, and the erection of the fine building of the Young Men's Christian Association at Cleveland was made possible by his generosity. He was also liberal in his support of the Cleveland College of Pharmacy. Mr. Stecher, to the day of his death, continued to be as simple and unassuming as when his only source of income was the modest little drug store where was laid the foundation of his fortune.

#### IN MEMORIAM FOR DEPARTED FRIENDS.

BILLINGS, HENRY M., Tarrant & Co., retired, at his home, Poland Springs, Maine, October, 1915.

BLACK, ROSS W., pioneer in barbers' supplies and perfumery business, Pittsburg, Pa., October, 1913.

DOW, M. CORA, druggist, Cincinnati, October, 1915.

GRAUTEN, HENRY F., soap maker, Steubenville, Ohio, October, 1911.

HAGG, HENRY, soaps, New Orleans, October, 1911.

HARNISCH, ERNST, founder and editor of *Der Parfümer*, Berlin, October, 1915.

HERMAN, FREDERICK W., superintendent of B. T. Babbitt, Inc., soaps, October, 1911.

KIMPELL, MARTIN, perfumer, Jersey City, October, 1912.

LEATHE, JOHN D., soaps, Portland, Me., October, 1908.

LOEB, DR. MORRIS, president of the New York Chemists' Club and philanthropist, October, 1912.

MORRISON, JAMES, formerly with American branch of Roure-Bertrand Fils, New York, October, 1912.

NORTON, E. H., soaps, Cambridge, Mass., October, 1911.

STRAUSS, GEORGE, manager of the metropolitan district for Lehn & Fink, New York, October, 1915.

TAPPAN, CHARLES S., Tappan Perfume Co., New York City, October, 1912.

VALLOIS, GEORGES, managing director of Etablissements Antoine Chiris et Jeancard Fils Réunis, Paris, France, October, 1912.

VORRHEES, FRANKLIN R., broker and previously with N. K. Fairbanks Co., Chicago, murdered, October, 1915.

WEBB, JAMES A., of James A. Webb & Son, cologne spirits, New York City, October, 1910.

## PATENTS AND TRADE MARKS



1200350



74400



74401



74399



80602



1701009

**D-TRIUNE**

Or Three in One

86818

**RICO**

96890



94825

**HE-LOL**

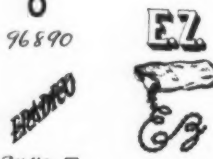
84643



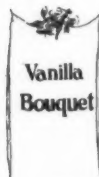
92412

TANTALIZING  
BROWN-SKIN  
91164

95913



95304



89424



96011



92689



76985



96971

**KAISER INN**

96795

**VAN-TONCO**

96496

**FLAVORITE**

97151



96470



97137



97253

MADAM WEST'S



97230



97342

**ADORA**

97027

**CLAROLA**

97079

**SCALPTON**

97455

**KORNOLA**

97058

**CHERUB**

96790

## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.  
Perfumer Pub. Co. 80 Maiden Lane, New York.

## PATENTS GRANTED.

1,200,350.—COUPLING DEVICE FOR THE CLOSING-CAPS OF RECEPTACLES AND THE LIKE. Albert C. Herzberg, Memphis, Tenn., assignor to Nellie M. Herzberg, New York, N. Y. Filed Dec. 10, 1915. Serial No. 66,073.

The combination with a receptacle or the like of a screw-

threaded neck-portion rising from the main body of said receptacle or the like in such a manner as to provide a substantially horizontally and outwardly extending shoulder at the base of said screw-thread neck-portion, a screw-threaded closing cap engageable upon said neck-portion, a coupling-device rotatably connected upon said neck-portion but maintained thereon against vertical movement, said coupling-device having an integral vertically and upwardly extending retaining-arm off-set from said neck-portion so as to be spaced away from the latter and said closing-cap, means connected with said closing-cap for slidably associating the same upon said retaining-arm, and a stop-portion connected with the free end of said retaining-arm to prevent displacement of said closing-cap therefrom.

1,200,713.—BLEACHING OF OILS. George F. Drohn, Omaha, Nebr. Filed Jan. 5, 1915. Serial No. 702.

The method of producing a bleaching compound for the bleaching of oils and the like, which consists in mixing a solution of an alkali metal hydroxid with charcoal, then expelling the moisture and reducing the mixture to a fine powder.

1,200,883.—FABRIC DISK WITH TOILET SOAP THEREON. John C. Scheuffer and John J. Osburn, Los Angeles, Cal. Filed Jan. 17, 1916. Serial No. 72,634.

A new article of manufacture, consisting of a disk-form

core of paper of substantially the size and shape of the palms of the hands and coated with paraffin wax to stiffen and toughen it and render it waterproof, and then coated with toilet soap in sufficient quantity to meet the requirements of individual use for one occasion, the waxed core of paper being sufficiently tough and stiff to prevent it from breaking or rolling up in use, and it being sufficiently pliable to make good suction contact with the hands so that the toilet soap can be rubbed off of the waxed paper and the latter then thrown away, substantially as described.

1,201,009.—BOTTLE-CLOSURE. Robert Cummings Wilson, Athens, Ga. Filed Dec. 13, 1915. Serial No. 66,661.

A bottle closure consisting of a body plate having a central opening through which a cork may be partly extended, said cap being provided with an outer extension surrounding its said opening and consisting of a straight wall whereby to evenly and firmly grip the cork along a substantial portion of its surface adjacent its outer end, said extension having an outwardly flaring flange at its outer end in which the outer end of the cork is received.

113,013.—Preparation for Promoting Growth of the Hair.—Jeanetta A. Cobb, Jackson, Miss. Filed June 6, 1916. Serial No. 95,642. Published August 1, 1916.

113,014.—Shaving and Toilet Soaps.—Colgate & Co., Jersey City, N. J., and New York, N. Y. Filed June 1, 1916. Serial No. 95,573. Published July 4, 1916.

113,015.—Cajuput-Oil, Coconut-Oil, Palm-Oil, Lemon-Grass Oil.—Frederick H. Cone, New York, N. Y. Filed February 18, 1916. Serial No. 92,940. Published June 20, 1916.

113,020.—Certain Named Foods.—William Coulbourn Co., Sanford, Fla. Filed April 19, 1916. Serial No. 94,533. Published July 18, 1916.

113,021.—Non-Alcoholic Beverage Flavored With Lemon and Lime Juice and Syrups for Making Same.—William L. Cronenberg, Ontario, Cal. Filed June 24, 1916. Serial No. 96,104. Published August 1, 1916.

113,030.—Certain Named Toilet Preparations.—William H. Dewender, Brooklyn, N. Y. Filed June 7, 1915. Serial No. 87,163. Published August 1, 1916.

113,040.—Liniment and Lotion.—Elderwirth Company, Atlanta, Ga. Filed May 11, 1916. Serial No. 95,074. Published July 4, 1916.

113,042.—Massage-Cream, Cold-Cream, and a Shampoo Preparation.—Joseph Emlich, Cincinnati, Ohio. Filed May 21, 1915. Serial No. 86,801. Published July 4, 1916.

113,048.—Certain Named Foods.—Foley Bros. & Quinlan, Incorporated, St. Paul, Minn. Filed May 18, 1915. Serial No. 86,698. Published July 18, 1916.

113,050.—Vegetable Cooking Oil.—The Franklin Baker Company, Philadelphia, Pa. Filed January 26, 1916. Serial No. 92,405. Published July 18, 1916.

113,051.—Hair-Tonic, Toilet Water, Dental Cream, Face-Cream and Talcum Powder.—Rex J. Flatau, New York, N. Y., assignor to The Junior Products Co., Inc., a Corporation of New York. Filed May 9, 1916. Serial No. 95,009. Published August 1, 1916.

113,059.—Face-Powder, Rouge.—Goodrich Drug Company, Omaha, Neb. Filed January 26, 1916. Serial No. 92,410. Published August 1, 1916.

113,106.—Hair-Dressing and Dandruff Cure.—Giuseppe Maddi, New York, N. Y. Filed March 15, 1916. Serial No. 93,554. Published July 11, 1916.

113,107.—Mince-Meat.—The W. H. Marvin Co., Urbana, Ohio. Filed June 21, 1916. Serial No. 96,020. Published July 25, 1916.

113,108.—Scalp and Hair Shampoo.—Reba P. Miller, Lancaster, Pa. Filed June 10, 1916. Serial No. 95,791. Published August 1, 1916.

113,125.—Coffee, Tea, Spices, and Flavoring Extracts for Foods.—Leonard G. Page, St. Joseph, Mo. Filed June 14, 1916. Serial No. 95,875. Published July 25, 1916.

113,131.—Preparation for Imparting a Maple-like Flavor.—J. M. Pitkin & Co., Newark, N. Y. Filed May 27, 1916. Serial No. 95,479. Published July 25, 1916.

113,148.—Chemical Preparation for a Hair-Dye.—Philipp Scheller, New York, N. Y. Filed May 18, 1916. Serial No. 95,242. Published August 1, 1916.

113,169.—Powdered Extract to Be Used as a Beverage for Soft Drinks. Salvatore Sullo, Boston, Mass. Filed May 26, 1915. Serial No. 86,918. Published September 7, 1915.

113,176.—Certain Named Foods.—Conserve Alimentari L. Torrigiani, Sesto Fiorentino and Asmara, Italy. Filed November 20, 1914. Serial No. 82,707. Published August 1, 1916.

113,210.—Toilet Waters, Perfumes, Face-Powders, Rice Powders, Face-Creams, Cleansing-Creams, and Vanishing Creams.—Wolff-Wilson Drug Company, St. Louis, Mo. Filed June 8, 1916. Serial No. 95,737. Published August 1, 1916.

113,211.—Certain Named Pharmaceutical Preparations for Toilet Use.—Wolff-Wilson Drug Company, St. Louis, Mo. Filed June 8, 1916. Serial No. 95,737. Published August 1, 1916.

113,224.—Certain Named Foods.—California Central Creameries, San Francisco, Cal. Filed June 28, 1916. Serial No. 96,192. Published August 8, 1916.

113,272.—Certain Named Foods.—The B. Manischewitz Company, Cincinnati, Ohio. Filed November 15, 1915. Serial No. 90,656. Published August 8, 1916.

113,273.—Certain Named Undergarments.—M. Martin & Company, Inc., New York, N. Y. Filed May 22, 1916. Serial No. 95,340. Published July 11, 1916.

113,274.—Flavoring extracts for Beverages Sold as Soft Drinks.—E. A. Massa, Atlanta, Ga. Filed June 29, 1916. Serial No. 96,235. Published August 8, 1916.

113,291.—Certain Named Foods.—Hester Price, Berwyn, Pa. Filed June 1, 1916. Serial No. 95,581. Published August 8, 1916.

113,294.—Salad-Oil Pressed From Cotton-Seed.—Rome Importing Co., New York, N. Y. Filed May 12, 1916. Serial No. 95,108. Published August 8, 1916.

113,295.—Olive-Oil.—Rome Importing Co., New York, N. Y. Filed May 12, 1916. Serial No. 95,109. Published August 8, 1916.

#### LABELS REGISTERED.

19,594.—Title: "Gold Medal Soap." (For Soap.)—Adolph Lipshutz, Brooklyn, N. Y. Filed May 3, 1916. 19,616.—Title: "'Vilar' 1800." (For Hair-Dye.) Compania Hispano-Americana, New York, N. Y. Filed May 27, 1916.

19,623.—Title: "Stocklin's Foot-Balm." (For a Foot-Cream.) Stocklin Laboratories Company, Menominee, Mich. Filed August 14, 1916.

19,648.—Title: "Shamrock Soap Company." (For Soap.) Shamrock Soap Company, Vancouver, Wash. Filed April 5, 1916.

#### TRADE-MARK REGISTRATIONS GRANTED.

112,622.—Antiseptic Ointment and Antiseptic Powder.—Aseptinol Manufacturing Co., Baltimore, Md. Filed May 12, 1916. Serial No. 95,094. Published July 11, 1916.

112,623.—Certain Named Foods.—Austin & Raup Co., Detroit, Mich. Filed May 10, 1916. Serial No. 95,022. Published July 4, 1916.

112,633.—Certain Named Chemicals and Pharmaceutical Preparations.—Bleeker Export & Trading Co., Inc., New York, N. Y. Filed March 23, 1916. Serial No. 93,788. Published July 11, 1916.

112,640.—Certain Named Foods.—Dolores Hernandez Camprini, viuda de Antonio Lopez Aldao, Corunna, Spain. Filed November 19, 1913. Serial No. 74,077. Published July 11, 1916.

112,642.—Tooth Powder.—The Clenol Co., Inc., New York, N. Y. Filed May 13, 1916. Serial No. 95,121. Published July 4, 1916.

112,647.—Skin Cosmetic or Cream.—Eleanor Dole, San Francisco, Cal. Filed May 17, 1916. Serial No. 95,200. Published July 11, 1916.

112,649.—Certain Named Chemicals and Pharmaceutical Preparations.—Durex Chemical Works, New York, N. Y., and Sweetwater, Tenn. Filed May 13, 1916. Serial No. 95,122. Published July 4, 1916.

112,680.—Talcum, Face Powders, Toilet Waters, Perfumes and Sachet Powders.—The La Valliere Co., New Orleans, La. Filed May 10, 1916. Serial No. 95,045. Published July 11, 1916.

112,690.—Certain Pharmaceutical Preparation for Toilet Purposes.—Sidney H. Nicholson, Decatur, Ill. Filed March 28, 1916. Serial No. 93,940. Published July 4, 1916.

112,692.—Certain Named Foods.—Northern Jobbing Co.,

- Chicago, Ill. Filed November 22, 1915. Serial No. 90,839. Published July 11, 1916.
- 112,693.—Hair Tonics and Pomades.—Anthony Overton, Chicago, Ill. Filed March 29, 1916. Serial No. 93,975. Published June 27, 1916.
- 112,700.—Dandruff Remedy.—Joseph J. Panzarella, Brooklyn, N. Y. Filed March 3, 1916. Serial No. 93,281. Published June 20, 1916.
- 112,729.—Face Powders.—Clara Tetlow, Philadelphia, Pa. Filed May 5, 1916. Serial No. 94,943. Published July 11, 1916.
- 112,733.—Certain Named Pharmaceutical Preparations.—The Vitlox Co., Bisbee, Ariz. Filed January 4, 1916. Serial No. 91,922. Published July 4, 1916.
- 112,734.—Perfumes, Toilet Waters, Face Powders, Lotions, Talcum Powders and Sachet Powders.—V. Vivaudou, Inc., New York, N. Y. Filed May 2, 1916. Serial No. 94,861. Published July 11, 1916.
- 112,735.—Perfumes, Toilet Waters, Face Powders, Lotions, Talcum Powders and Sachet Powders.—V. Vivaudou, Inc., New York, N. Y. Filed May 2, 1916. Serial No. 94,862. Published July 11, 1916.
- 112,760.—Certain Named Foods.—Jobst Bethard Co., Peoria, Ill. Filed February 25, 1916. Serial No. 93,098. Published July 11, 1916.
- 112,768.—Washing Powders.—The N. K. Fairbank Co., Union Township, near Guttenberg, N. J., and Chicago, Ill. Filed March 22, 1916. Serial No. 93,759. Published July 4, 1916.
- 112,775.—Hair-Tonic.—Hall Bros., Rochester, N. Y. Filed March 29, 1916. Serial No. 93,957. Published June 13, 1916.
- 112,783.—Extract and Flavoring Syrup for Soft Drinks.—Lime Cola Co., Montgomery, Ala. Filed November 1, 1915. Serial No. 90,279. Published July 18, 1916.
- 112,796.—Water-Softening Compound.—National Chemical Company of California, Los Angeles, Cal. Filed May 21, 1914. Serial No. 78,443. Published April 4, 1916.
- 112,807.—Perfume, Toilet Water and Face, Sachet and Talcum Powders.—The Remiller Co., New York, N. Y. Filed May 29, 1916. Serial No. 95,533. Published July 25, 1916.
- 112,823.—Non-Medicinal Toilet Soap for Preserving and Beautifying the Skin.—John T. Stanley, New York, N. Y. Filed December 4, 1913. Serial No. 74,373. Published August 10, 1915.
- 112,824.—Soap.—John T. Stanley Co., Inc., New York, N. Y. Filed December 24, 1915. Serial No. 91,752. Published July 18, 1916.
- 112,825.—Soap.—John T. Stanley Co., Inc., New York, N. Y. Filed May 31, 1916. Serial No. 95,564. Published July 4, 1916.
- 112,827.—Certain Named Foods.—Stetson-Barret Co., Los Angeles, Cal. Filed April 13, 1916. Serial No. 94,398. Published July 11, 1916.
- 112,849.—Certain Named Foods.—Central California Canneries, San Francisco, Cal. Filed July 8, 1914. Serial No. 79,626. Published July 18, 1916.
- 112,854.—Depilatory Preparations.—Florence Myra Cohan, Oakland, Cal. Filed December 15, 1915. Serial No. 91,493. Published July 11, 1916.
- 112,858.—Certain Chemical Preparation Used for Softening Water.—The Des Moines Refining Co., Des Moines, Iowa. Filed May 20, 1916. Serial No. 95,297. Published July 25, 1916.
- 112,879.—Perfumes, Toilet Waters, Face Powders, Sachet Powders and Talcum Powders.—Paul F. Ferriere, New York, N. Y. Filed June 1, 1916. Serial No. 95,577. Published July 25, 1916.
- 112,882.—Liquid Cream for Toilet Purposes.—William R. Fountain, Taunton, Mass. Filed May 1, 1916. Serial No. 94,824. Published July 25, 1916.
- 112,901.—Liquid Remedy for Dandruff.—Berthold M. Isaacs, Nacogdoches, Tex. Filed May 25, 1916. Serial No. 95,421. Published July 25, 1916.
- 112,909.—Olive Oil.—Lekas & Drivas, New York, N. Y. Filed June 14, 1916. Serial No. 95,869. Published July 25, 1916.
- 112,915.—Antiseptics, Deodorizers, Disinfectants, Wound Powders, Germicides and Vermicides.—Theodore Meyer, Philadelphia, Pa. Filed June 10, 1916. Serial No. 95,789. Published July 25, 1916.
- 112,952.—Ointment Composed of Oil and Mustard for Treating Certain Named Ailments.—Winfield Scott Taylor, Trenton, N. J. Filed May 19, 1916. Serial No. 95,279. Published July 25, 1916.
- 112,957.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—V. Vivaudou, Inc., New York, N. Y. Filed May 23, 1916. Serial No. 95,380. Published July 25, 1916.
- 112,958.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—V. Vivaudou, Inc., New York, N. Y. Filed May 23, 1916. Serial No. 95,381. Published July 25, 1916.
- 112,959.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—V. Vivaudou, Inc., New York, N. Y. Filed May 23, 1916. Serial No. 95,382. Published July 25, 1916.
- 112,960.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—V. Vivaudou, Inc., New York, N. Y. Filed May 23, 1916. Serial No. 95,383. Published July 25, 1916.
- 112,967.—Face Lotion.—Julie C. Wilcox, El Paso, Tex. Filed June 5, 1916. Serial No. 95,635. Published July 25, 1916.

#### TRADE-MARK REGISTRATIONS APPLIED FOR.

- 74,399.—Henri Gruner, Paris, France. (Filed Dec. 5, 1913. Used since Oct., 1908.)—Dentifrices and mouth-washes. (The features of the mark other than the words "Eau de Suez" are disclaimed, the background being printed in yellow.)
- 74,400.—Henri Gruner, Paris, France. (Filed Dec. 5, 1913. Used since Oct., 1908.)—Dentifrices and mouth-washes. (The features of the mark other than the words "Eau de Suez" are disclaimed, the background being printed in green.)
- 74,401.—Henri Gruner, Paris, France. (Filed Dec. 5, 1913. Used since Oct., 1908.)—Dentifrices and mouth-washes. (The features of the mark other than the words "Eau de Suez" are disclaimed, the background being printed in red.)
- 80,602.—Fitzpatrick Bros., Chicago, Ill. (Filed Aug. 17, 1914. Used since Sept., 1908.)—A cleaning preparation in finely-divided form for household use.
- 84,643.—Prescott L. Stedman, Denver, Colo. (Filed Feb. 19, 1915. Used since Dec. 20, 1912.)—A liquid healing and antiseptic dressing.
- 86,818.—S. A. and Fred Foster, Rochelle, Tex. (Filed May 22, 1915. Used since Nov. 1, 1914.)—Soapless liquid washing compound.
- 89,424.—The Cary Co., Newark, N. J. (Filed Sept. 21, 1915. Used since Aug. 28, 1915.)—Food-flavoring extracts.
- 91,164.—Hopfinger & Roth, St. Louis, Mo. (Filed Dec. 4, 1915. Used since Jan., 1912.)—Face-powder. (No claim being made to the words "Brown Skin" except in connection with the word Tantalizing.)
- 92,689.—A. J. Krank Mfg. Co., St. Paul, Minn. (Filed Feb. 7, 1916. Used since Oct. 10, 1912.)—Beard-softener in paste form.
- 94,412.—H. E. Heckinger & Co., Cincinnati, O. (Filed Jan. 26, 1916. Used since Jan. 15, 1916.)—Soap.
- 94,572.—John M. Hall, Toronto, Ont., Canada. (Filed Apr. 20, 1916. Used since Apr. 6, 1916.)—Hair-tonics.
- 94,825.—Sarah L. Hillman, Atlantic City, N. J. (Filed May 1, 1916. Used since Apr. 24, 1916.)—A cleaning fluid.
- 95,304.—Arturo Gonzalez, New York, N. Y. (Filed May 20, 1916. Used since Feb. 26, 1916.)—Coffee extracts.
- 95,913.—Bernard Berg, Denver, Colo. (Filed June 16, 1916. Used since Apr. 1, 1916.)—Syrups for food-flavoring extracts.
- 96,011.—Postal Strain-Extracting Corporation, New York, N. Y. (Filed June 20, 1916. Used for the past two months.)—A cleaning fluid.

- 96,470.—Rubomit Mfg. Co. of America, Jersey City, N. J. (Filed July 10, 1916. Used since May 11, 1916.)—Washing-powder.
- 96,496.—The Hudson Mfg. Co., Chicago, Ill. (Filed July 11, 1916. Used since Sept., 1915.)—A compound of vanilla and tonco.
- 96,790.—Lindley & Co., Sacramento, Cal. (Filed July 24, 1916. Used since 1884.)—Olive-oil.
- 96,795.—The James McCoy Co., Peoria, Ill. (Filed July 24, 1916. Used since 1907.)—Food-flavoring extracts.
- 96,890.—The W. K. Jahn Co., Chicago, Ill. (Filed July 27, 1916. Used since Aug. 1, 1915.)—Flavoring extracts and compounds for food purposes, emulsions, true fruit and imitation flavors for food purposes, etc.
- 96,963.—M. O'Connor & Co., Indianapolis, Ind. (Filed July 29, 1916. Used since 1890.)—Flavoring extracts for foods, etc.
- 96,971.—Warren Oil Co., Warren, Pa. (Filed July 29, 1916. Used since May 12, 1914.)—Vaseline petrolatum or petroleum jelly.
- 96,985.—Dixie Manufacturing Co., Birmingham, Ala. (Filed July 31, 1916. Used since Jan. 15, 1916.)—Ointment for straightening kinky hair.
- 97,027.—The Square Deal Market Co., Gary, Ind. (Filed Aug. 1, 1916. Used since July 7, 1916.)—Lemon extract.
- 97,058.—The Southern Cotton Oil Co., Jersey City, and Bayonne, N. J.; Savannah, Ga., New Orleans, La., and New York, N. Y. (Filed Aug. 3, 1916. Used since July, 1916.)—Vegetable oil used for food purposes.
- 97,137.—Samuel Kaufman, Elizabeth, N. J. (Filed Aug. 7, 1916. Used since Apr. 15, 1916.)—Tooth-powder, foot-powder, mouth-wash, etc.
- 97,151.—The Schuster Co., Cleveland, O. (Filed Aug. 7, 1916. Used since Feb. 8, 1915.)—Imitation fruit-syrups, concentrated fruit-syrups, coffee extract, coloring extracts for beverages, cumarin, vanillin, etc.
- 97,230.—Mme. Walker West Mfg. Co., Pittsburgh, Pa. (Filed Aug. 9, 1916. Used since Oct., 1913.)—A hair preparation beneficial for the growth, gloss and shampoo of the hair.
- 97,253.—Abe Plough, Memphis, Tenn. (Filed Aug. 10, 1916. Used since Feb. 28, 1914.)—Hair-dressing.
- 97,342.—Stocklin Laboratories Co., Menominee, Mich. (Filed Aug. 14, 1916. Used since July 1, 1916.)—Foot-balm.
- 97,455.—Matthews & Lively, Atlanta, Ga. (Filed Aug. 19, 1916. Used since July, 1913.)—Hair-tonics, scalp-stimulant, and dandruff-preventive.

## PURE FOOD AND DRUG NOTES.

(Continued from page 228.)

### SPICE MEN DISCUSS STANDARDS.

Representing the United States Department of Agriculture, the Association of Official Agricultural Chemists and the Association of American Dairy, Food and Drug Officials, the joint committee on definitions and standards held a public hearing in New York Oct. 16. Dr. C. L. Alsberg, chief of the Bureau of Chemistry, presided.

Suggested standards for cayenne and red pepper caused discussion. E. W. Durkee said that most people who sent in orders for red pepper called for cayenne in their communications. John Clarke, of John Clarke & Co., and William D. Weikel, of Weikel & Smith Spice Co., intimated there would be a shortage of some spices if the Government officials made their regulations too strict.

Chairman Alsberg held that Hungarian pepper could be called paprika, while that from Spain should be labeled as such.

It is proposed to change the standard for ginger to read: "Ginger in the washed and dried or decorticated and dried rhizome of *Zingiber zingiber* (L.) Krast., and contains not less than 42 per cent of starch; not more than 8 per cent of crude fiber, not more than 7 per cent of total ash, not more than 1 per cent of lime, and not more than 2 per cent of ash insoluble in hydrochloric acid." Mr. Durkee called the present standard ridiculous.

According to present plans, the standard for ground mustard is to be changed so as to read: "Ground mustard is a powder made from mustard seed, with or without the removal of the hulls and a portion of the fixed oil, and

contains not more than 1 5-10 per cent of starch and not more than 6 per cent of total ash." There is a difference of opinion in the trade regarding this standard.

Others who attended the hearing were R. E. Doolittle, of the Bureau of Chemistry; Harry E. Sundall, of Neickel & Smith, Philadelphia; R. A. McCormick, of the McCormick Co., Baltimore; H. P. Herrfeldt, of H. P. Herrfeldt & Co.; N. L. Schmid, of the Woolson Spice Co., Toledo; Arns Vichaeiver, the Pompeian Co., and A. Hugh Bryan, of Arbuckle Brothers.

## TREASURY DECISIONS.

### New Regulation Limits Time for Filing Drawback Claims.

A revision of the customs regulations regarding the filing of claims for drawback has been announced by the Treasury Department, limiting the time within which claim can be filed to three years, and requiring the filing of the documents. As amended, the regulation reads:

"Within three years after clearance of the exporting vessel or conveyance, there shall be filed with the Collector of Customs, at the port where the notice of intent was deposited, a drawback entry in duplicate, in the form hereinafter prescribed, together with all documents required by the drawback regulations for the liquidation and payment of the claims; several shipments covered by notices of intent may be included in one drawback entry; and where two or more shipments are included in a single entry, each shipment shall constitute a claim within the meaning of this article. Claims for drawback not completed within three years from the date of clearance of the exporting vessel or conveyance, shall be treated as abandoned, and no extension of time will be granted for any cause."

### Drawback on Artificial Oil of Sassafras

Drawback has been allowed under paragraph O, section 4, of the tariff act of October 3, 1915, and the drawback regulation on artificial oil of sassafras, saffrol and sassafrassy camphor oil manufactured with the use of imported crude camphor. A manufacturing record must be kept showing the imported crude camphor oil treated with details of date of manufacture, the quantity, value and identity of the imported crude camphor oil used, etc.

## SPIRITS FROM THE UNITED KINGDOM.

The Department of Agriculture has issued a notice calling to the attention of importers, "The Immature Spirits (Restriction) Act, 1915," of the United Kingdom of Great Britain and Ireland, which enacts that—

"No British or foreign spirits shall be delivered for home consumption unless they have been warehoused for a period of at least three years."

Exception is made in the case of spirits delivered to a manufacturing chemist or manufacturer of perfume for use in their manufactures, to spirits delivered for scientific purposes, and to imported Geneva and perfumed spirits and foreign liqueurs.

The Food and Drugs Act, June 30, 1906, provides that any article of food or drug offered to be imported into the United States if

"of a kind forbidden entry into, or forbidden to be sold or restricted in sale in the country in which it is made or from which it is exported . . . shall be refused admission."

The Department of State has advised that the Commissioners of Customs and Excise have authorized local collectors in the United Kingdom to supply on demand to shippers a certificate to accompany shipments of spirits from the United Kingdom to the United States to the effect that the goods meet the requirements imposed by the Immature Spirits (Restriction) Act, 1915, on goods intended for home consumption.

Shipments of spirits from the United Kingdom, if offered for entry into this country on and after December 1, will be refused admission if not accompanied by a certificate of the nature indicated above. American importers wishing additional details should write to the Bureau of Chemistry, Department of Agriculture, Washington, D. C.

## FOREIGN CORRESPONDENCE AND MARKET REPORT

### ARGENTINA.

**LICENSES FOR COMMERCIAL TRAVELERS.**—The Minister of the Treasury of Argentina has stated that the President will send to Congress a bill creating a uniform license for commercial travelers to be valid throughout the whole country. The provisions of the bill have been taken almost entirely from the proposal presented to the Pan-American financial conference of last April in Buenos Aires.

### AUSTRALIA.

**PROHIBITION ON ALCOHOLIC ESSENCES.**—A proclamation dated May 3, 1916, prohibits the importation into Australia of essences of whisky, rum, brandy, cognac, and oil of cognac, or of any artificial aroma or essence which may be used as a substitute for the foregoing products.

### BRAZIL.

**OLIVE OIL.**—Consul General Gottschalk, at Rio de Janeiro, reports that Portugal has superseded Italy as Brazil's chief source for its olive oil supply. Brazil's imports of olive oil in 1915 amounted to \$1,635,619, less than in 1914 and more than in 1913. Portugal supplied \$849,507 of the oil in 1915, double the quantity of 1914. Italy dropped to \$483,862.

### DOMINICAN REPUBLIC.

**COCONUTS, COPRA AND OIL.**—Vice-Consul Edward L. Zowe, Puerto Plata, says: While coconuts are grown throughout the whole of the Puerto Plata district, Samana is the only port from which they are shipped on a commercial scale. In 1914 the exports aggregated 2,182,000 pounds, valued at \$22,690; in 1915 they totaled 2,013,296 pounds, valued at \$20,155. Copra shipments to the United States during 1915 amounted to 264,669 pounds, valued at \$10,598. The supply of oil available is only sufficient for local demands. It is used to a great extent by the soap factories in Samana and Puerto Plata.

### ENGLAND.

**SOAP FIRM'S DIRECTORATE.**—The directors of Joseph Crossfield & Sons, Ltd., Warrington, have elected Roscoe Brunner, J. P., Emile S. Mond, and Giles Hunt to seats on the board. Roscoe Brunner has been elected chairman of the directors in the place of the late F. W. Brock.

**CONTRABAND.**—Proclamation of October 3 adds fatty acids to the absolute contraband list, and in place of paraffin wax there is substituted "wax of all kinds."

**PEARS' SOLID BRILLIANTINE.**—A. & E. Pears, Ltd., have just added a solid brilliantine to their "Golden" series of toilet preparations. It is put up in a well-finished gold-enameled box, the oblong shape making it easy to dip into it the end of the brush. The solid-brilliantine is tinted green, and is beautifully perfumed.

### FRANCE.

**PERSONAL.**—Claude Hugues, one of the chiefs of the Henri Muraqu & Co., Grasse, France, sergeant of the 298th Regiment of Infantry, has been cited in the French army orders for conspicuous bravery.

**MARRIED.**—René Varaldi, of Cannes, France, was married recently in Nice to Mlle. Germaine Malgat.

**OBITUARY.**—We regret to record the death of Jacques Heinzelman, of Grasse, France, who died on Sunday, July 30. He is survived by a widow and three adult children. Mr. Heinzelman was one of the best known and best liked men in the entire region, and as editor of the *Revue de Grasse* was brought into touch with everyone in the perfume industry in Grasse and vicinity. Mr. Heinzelman

(Continued on page 248.)

### THE MARKET.

#### (Essential Oils, Aromatic Chemicals and Beans.)

The essential oil market has been featured by sharp advances in several of the items which, as a rule, are susceptible to comparatively few and minor changes. These flurries have been due chiefly to scarcity of available stocks, in some cases reduced to practical exhaustion. Twice rectified juniper berry oil is virtually unobtainable and the single rectified product is almost as hopeless. It is possible an odd lot might be found at \$8.50. This oil is of Austrian origin and the prospects for early relief from the prevailing stringency are far from assuring. Amber and birch tar rectified are in almost negligible supply, with quotations of but nominal significance. A heavy inroad upon stocks has also marked cade malefern, natural and artificial mustard and wormwood oils, with a strengthening reflection upon prices. Genuine East Indian sandalwood has been in active demand for export, with the result of a material diminution of spot goods and an advance to \$7.75, but arrivals relieved the market to the extent that \$7.60 became acceptable in a small way. Most of the cheaper lots have been cleared, and \$8@ \$8.50 is now the ruling basis. Coriander has continued in short supply but in the face of this condition and a stiffening in seed values, some weak holders of oil have been tempted to close out at cut rates, down to \$9.75 being reported.

Bergamot is in a slightly less favorable position after the bullish course over the last few weeks, with the keener disposition to realize on spot, on new crop prospects, so that \$5.25 is available for leading brands. The shading tendency has not been freely met as it is claimed there has been nothing in the primary situation to justify it, the lay-down cost in most instances still working out above the spot parity. There is a softer tone to the orange market, based on new crop offers, but lemon has been firmer, reflecting the primary position, improved by the renewal of European buying.

On the buoyant course of the spice markets, cloves and ginger oils have advanced, while cassia, mace and nutmeg oils are on an easier basis under increased competition and dull trade. Under the same conditions citronella, patchouli and French pennyroyal are available at concessions. Sharper pressure by second hands has unsettled the market for synthetic wintergreen oil, bringing first hands to a weaker basis.

Peppermint has shown a slight relaxation, with freer offers from primary holders, strengthening the general confidence of the local trade that the crop is ample for the usual requirements. Spot stocks are still light and a fair volume of business is reported for home consumption and export.

The prospects for lavender oil have become more discouraging and local dealers have adopted a more conservative selling policy. For an ordinary grade \$4 may be found a minimum figure.

The otto of rose situation is regarded as practically hopeless and the local market is nominal.

#### Vanilla Beans.

The dominant position of Mexicans continues the sharply distinguishing feature of the vanilla market and the failure of Bourbons to strike their pace on the keen initiative and unusual premium of Mexicans is probably the most significant phase of the present general situation. It not only upsets the usual trade precedents of recent years, for it had become almost a by-word that Bourbons could round out any shortage in ordinary Mexican supplies and were able to exert a fairly close balance against

(Continued on page 248.)

# PRICES IN THE NEW YORK MARKET

(The following quotations are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

## ESSENTIAL OILS.

ESSENTIAL OILS.			Orange, sweet, Italian.....	3.10-3.25
Almond Bitter.....per lb.	\$14.00		" sweet, West Indian.....	2.75
" F. F. P. A.....	15.00-16.00		Origanum .....	.30-.50
" Artificial.....	6.00-7.00		Orris Root, concrete, foreign.....(oz.)	4.00
" Sweet True.....	.80-1.00		Orris Root, concrete, domestic.....(oz.)	3.50-4.00
" Peach-Kernel.....	.35-.40		Orris Root, absolute..(oz.)	40.00-45.00
Amber, Crude.....	†1.75-2.00		Parsley .....	2.00-2.50
" Rectified .....	†2.00-2.50		Patchouly, foreign .....	18.00-19.00
Anise.....	1.00-1.10		" domestic .....	14.00-16.00
" Lead free .....	1.45		Pennyroyal .....	1.50-1.60
Aspic (Spike).....	1.00-1.40		Peppermint .....	2.35
Bay, Porto Rico.....	3.00-3.30		" redistilled .....	2.60-2.70
Bay.....	2.50		Petit Grain, South American.....	3.00-3.25
Bergamot, 35-36%.....	5.50-5.75		" French .....	8.00
Birch (Sweet).....	2.50-2.75		Pimento.....	1.70-1.80
Bois de Rose, Femelle.....	4.25-4.50		Pine Needles .....	1.00-1.25
Cade.....	.50-.55		Rose.....(oz.)	12.00-15.00
Cajuput.....	.75-.80		" synthetic.....	2.50-2.75
Calamus.....	4.00-5.00		Rosemary, French .....	.85-1.00
Camphor, Japanese.....	.16-.20		" Spanish .....	.60-.65
Caraway Seed.....	3.00-3.10		Rue .....	4.00
Cardamom.....	32.00-34.00		Sage.....	3.00-4.00
Carvol .....	7.00		Saifrol .....	.40-.50
Cassia, 75-80% Technical..	1.15-1.20		Sandalwood, East India ..	8.50
" Lead free .....	1.25-1.30		" West India.....	3.25
" Redistilled.....	1.60-1.75		Sassafras, artificial.....	.30-.35
Cedar, Leaf.....	.85-.90		" natural .....	.65-.70
" Wood.....	.15-.20		Savin .....	nom.
Celery.....	20.00-22.00		Snake Root .....	8.00
Cinnamon, Ceylon.....	18.00-20.00		Spearmint .....	1.85-1.90
Citronella, Ceylon.....	.52-.55		Spruce.....	.60
" Java.....	.90-1.00		Tansy .....	2.25-2.50
Cloves, Zanzibar.....	1.20		Thyme, French, red.....	1.25-1.30
" Bourbon.....	1.35-1.55		" white.....	1.50-1.60
Copaiba.....	1.00-1.10		" Spanish, red.....	1.25-1.30
Coriander.....	12.00		Verbena.....	6.00
Croton.....	.90-1.00		Vetivert, Bourbon.....	12.00-15.00
Cubebs.....	3.00-3.25		" Indian.....	30.00
Erigeron.....	.90-1.00		Wintergreen, genuine (gaultheria).....	4.00-4.50
Eucalyptus, Australian, 70%.....	.70-.75		Wormwood.....	2.75-3.00
Fennel, Sweet.....	5.00		Ylang-Ylang, Bourbon.....	12.00-15.00
Geranium, African.....	3.75-4.00		" Manila .....	28.00-35.00
" Bourbon.....	3.25-3.50			
" Turkish (palma rosa).....	3.50-3.75			
Ginger.....	7.00		AROMATIC CHEMICALS.	
Gingergrass.....	2.00		Acetophenone .....	nom.
Guaiac (Wood).....	3.00-3.50		Amyl Salicylate, domestic..	5.00-7.00
Hemlock.....	.60		" foreign ..	9.00-10.00
Juniper Berries, twice rect.	9.00		Anethol .....	3.00-3.50
Kananga, Java.....	3.50		Anisic Aldehyde .....	nom.
" Rectified... ..	4.00		Benzaldehyde, domestic.....	6.50-7.00
Lavender, English .....	22.00		" foreign .....	nom.
" Fleurs .....	4.00-4.50		" F. F. C., domestic ..	7.00-8.00
" Spanish .....	1.00-1.25		" F. F. C., foreign ..	nom.
Lemon.....	1.10		Benzyl Acetate, domestic..	8.00-9.00
Lemongrass.....	.80-.85		" foreign.....	9.00-10.00
" distilled .....	3.00-3.25		" Alcohol .....	nom.
Limes, expressed .....	3.50		" Benzoate .....	10.00-11.00
Linaloe.....	2.75-3.00		Borneol .....	4.00
Mace, distilled .....	1.00-1.10		Bornylacetate .....	3.50
Mustard Seed, gen.....	21.00-22.00		Cinnamic Acid .....	nom.
" artificial .....	20.00		" Alcohol .....	30.00
Neroli, petale .....	60.00-65.00		" Aldehyde .....	3.50
" artificial .....	18.00-20.00		Citral .....	3.50
Nutmeg.....	1.00-1.10		Citronellol, domestic .....	14.00-16.00
Opopanax.....	†16.00		" foreign .....	20.00-24.00
Orange bitter .....	2.25-2.50			

## AROMATIC CHEMICALS.

Acetophenone.....	nom.
Amyl Salicylate, domestic..	5.00-7.00
" foreign.....	9.00-10.00
Anethol.....	3.00-3.50
Anisic Aldehyde.....	nom.
Benzaldehyde, domestic.....	6.50-7.00
" foreign.....	nom.
" F. F. C., domestic.....	7.00-8.00
" F. F. C., foreign.....	nom.
Benzyl Acetate, domestic..	8.00-9.00
" foreign.....	9.00-10.00
" Alcohol.....	nom.
" Benzoate.....	10.00-11.00
Borneol.....	4.00
Bornylacetate.....	3.50
Cinnamic Acid.....	nom.
" Alcohol.....	30.00
" Aldehyde.....	3.50
Citral.....	3.50
Citronellol, domestic.....	14.00-16.00
" foreign.....	20.00-24.00

Cumarin, natural.....	nom.
" artificial, domestic.....	10.00-11.00
" " foreign..	11.00
Diphenylmethane.....	nom.
Diphenyloxide.....	nom.
Ethyl Cinnamate.....	nom.
Eucalyptol.....	1.25
Eugenol.....	3.00
Geraniol, domestic.....	4.50
" foreign.....	5.00
" from palma rosa.....	5.50-6.00
Geranyl Acetate.....	7.00
Heliotropine, domestic.....	5.00
" foreign.....	5.00-6.00
Indol, C. P..... (oz.)	15.00
Iso-Butyl Salicylate.....	nom.
Iso-Eugenol.....	4.50-5.50
Linalol.....	6.00
Linalyl Acetate.....	12.00
" Benzoate.....	7.50
Methyl Anthranilate.....	10.00-12.00
" Cinnamate.....	7.00
" Heptenone.....	nom.
" Heptene Carbonate.....	nom.
" Paracresol.....	16.00
" Salicylate.....	1.50
Mirbane, rect.....	.25-.30
Musk Ambrette.....	75.00
" Ketone.....	45.00
" Xylene.....	14.00
Nonylic Alcohol.....	80.00
Phenylacetaldehyde.....	30.00-40.00
Phenylethyl Alcohol.....	nom.
Phenylacetic Acid.....	nom.
Rhodinol, domestic.....	14.00-16.00
" foreign.....	18.00
Safrol.....	.50-.60
Skatol, C. P.....	nom.
Terpineol, domestic.....	.90-1.00
" foreign.....	1.25
Terpinyl Acetate.....	4.00
Thymol.....	9.50-10.00
Vanillin..... (oz.)	.55-.60

## BEANS.

Tonka Beans, Angostura..	1.50-1.60
" " Para.....	.80-.90
Vanilla Beans, Mexican...	5.00-6.00
" " Cut.....	3.75-4.00
" " Bourbon.....	2.60-3.00
" Tahiti.....	1.55-1.60

## SUNDRIES

Ambergris, black..... (oz.)	12.00-15.00
" gray.....	22.50-25.00
Chalk precipitated.....	.05-.10
Civet, horns..... (oz.)	2.25
Cologne Spirit..... (gal.)	2.75-3.10
Menthol.....	3.40-3.50
Musk, Cab., pods..... (oz.)	8.00-10.00
" " grains.....	15.00-20.00
" " Tonquin, pods.....	15.00-19.00
" " grains.....	20.00-25.00
Orris Root, Florentine, whole.....	.15-.18
" " powd. and gran.....	.18-.20
Talc, Italian..... (ton)	30.00-35.00
" French.....	20.00-25.00
" Domestic.....	12.00-20.00

\*Inside figures are for domestic; outside prices for foreign goods.

†Nominal because unobtainable, or almost unobtainable.

## FOREIGN CORRESPONDENCE.

(Continued from page 246.)

was an active member of many of the local civic organizations.

**OLIVE OIL.**—Consul General Gaulin, at Marseille, says: "There are now about 296,525 acres of olive groves in France, most of which are in the Marseille consular district. From 1905 to 1914 the French production of olives averaged 76,643 metric tons annually, while for the same period the average Spanish production was about 1,100,000 metric tons, and that of Italy over 1,000,000. In 1908 France produced 125,212 metric tons, the largest yield in 10 years. The 1913-14 crop was only 38,399 metric tons, and the 1914-15 crop was also below the average.

"The French olive oil yield from 1905 to 1914 averaged about 11,800 metric tons, which is about 18 times less than the Spanish production and 15 times less than that of Italy. The olive production of Algeria and Tunis also exceeds that of France."

**COCONUT AND PEANUT OIL.**—This oil occupies second place in the Marseille trade, but the imports of copra in 1915 were 146,208 tons. Peanut oil is dominant and is preferred in this market to cotton oil. Peanut oil is extensively used in the local soap factories.

**SOAPS.**—The Marseille soap industry, which comprises about 50 establishments with an average annual output of 175,000 metric tons, enjoyed a period of great prosperity during 1915.

**AMERICAN GOODS.**—Although Marseille's imports of American goods last year exceeded all previous records, a still larger business could have been done if c. i. f. Marseille quotations had been obtainable and the manufacturers concerned had not generally insisted upon cash-with-order transactions. It is also claimed that requests for freight estimates from American ports to Marseille were frequently overlooked. The inquirers, as a rule, appreciated the difficult position of the American exporters, but were unwilling to accept the terms offered and sent their orders to other countries, chiefly to Great Britain.

In studying the requirements of foreign markets, American manufacturers should note that Marseille is a most convenient distributing center for the Mediterranean trade, particularly for the French colonial trade.

**EXPORTS FROM MARSEILLE.**—In 1915 the Marseille's exports to the United States were valued at \$5,065,552, a decrease of \$1,100,000 from the previous year. Among the items were these: Crude glycerin, \$395,211, a decrease of \$280,000; Vanilla beans, \$87,576, an increase of \$55,000; greases and oils, \$32,159, a reduction of half; castile soap, \$74,442, a falling off of \$9,000; cloves, \$24,167, a net increase.

**MODIFICATION OF FRENCH EMBARGO.**—A ministerial order of September 30 permits exportation to American countries of the following goods: All fatty acids, whale and cachalot spermaceti, borax, boracic acid, other boron compounds, cinnamon, gelatine and glues made from hides, from hide and leather waste and animal refuse, dextrin, soluble starches, cloves, sodium.

**LYONS FAIR.**—The annual fair at Lyons will be held March 1 to 15, 1917. Buyers from all parts of the world will be present, and it is desired to have as large a representation of American manufacturers as possible. The State Department has placed \$500 at the disposal of the American Consul, which will enable him to distribute the catalogues and other literature of American manufacturers who are interested.

## GERMANY.

**ADOPTS CERTIFIED CHECKS.**—The certified check, so long a big factor in the business life of America and other countries, has appeared in Germany. Under a new decree of the Federal Council the Imperial German Bank is now empowered to certify its depositors' checks. The certification is valid for but ten days from the date of issue. Judging by the experiences of the first few days of the new regulation the arrangement will prove very popular. Although the decree primarily affects the Imperial Bank, other banks can, "in suitable cases," procure certified checks for their depositors, although these have no accounts in the Imperial Bank. Much is expected in business circles from the innovation.

## THE MARKET.

(Continued from page 246.)

extreme market tendencies in the older-established line, but the abnormal relationship now existing between the two varieties presents a more or less perplexing aspect in gauging the prospective trend of the market. A good grade of Bourbons has been available at \$2.75, while for a corresponding quality of Mexican beans practically double this figure has been realized. For an ordinary grade \$5 can be done, with the extreme at which sales have been reported running to \$6.50. The prevailing basis for Mexican cuts is \$3.75@4, marking the most striking disparity of Bourbons, since \$2.60 has been freely named for the latter "as they run" and the outside figure can be safely fixed at \$3.

The limitation upon the current yield of Mexicans is being more keenly evidenced by the persistence of the better consuming trade against switching to Bourbons and with the balance of primary holdings placed at 10,000 pounds of beans and 3,000 pounds of cuts, the prospects for any carry-over to the next season are almost hopeless. The more serious shortage of the 1916-17 crop now seems to be established, latest advices estimating the outturn at 115,000 pounds of beans and 30,000 pounds of cuts. The relatively small proportion of cuts looms up with all the greater significance not only in restricting the field for cheaper operations but in protracting the period for relieving the spot stringency, cuts being available four or five months, as a rule, before beans. It has been stated that the approaching crop of cuts could be cleaned up by two large consumers, while four consumers could easily account for the full yield of beans. Primary holders are believed to be more keenly impressed with the unusual premium on Mexicans in the local market and their views on the unsold parcels work out to about \$5.12½ for beans and \$4 for cuts. There has been a report, to which more or less credence is attached, that the Mexican Government has planned an increase in import taxes, effective November 1, with the prospects that an additional levy may be imposed on export commodities. There is already an export tax on vanilla equivalent to 57½ cents per pound.

The tendency of new crop Bourbon offers has been in buyers' favor, without prompting much interest in negotiations for local amount. All indications are favorable for a heavy yield from nearly all sources, with greater reliance than ever upon American consumption. It is believed the market for Bourbons may be spasmodic, principally on developments affecting the movement of beans, but the net course covering the current crop will show a decline. The available spot supply is plentiful and some of the goods are reported of doubtful keeping quality.

South American beans are in light supply and firm at \$3.25@3.50 for the usual grade, with extra choice held at \$3.75@4. Stocks of Tahitis are also limited on spot and on the Pacific coast, with \$1.55@1.60 the ruling spot range.

## ITALY.

**OLIVE OIL.**—There has been an enormous increase in the price of olive oil in Italy, according to a confidential report received at the Department of Commerce. It shows that olive oil per metric ton in 1914 cost \$291.61; in 1915, \$322.41; in June, 1916, the price was \$386, showing an increase of 33 per cent.

**PERFUMERY, ETC.**—Consul Frost, at Genoa, gives the imports into Italy for chemicals, medicinals, gums and perfumery as follows: 1914, \$15,436,816; 1915, \$19,530,311; 1916, \$48,248,744. The exports of similar substances were as follows: 1914, \$10,210,005; 1915, \$16,575,298; 1916, \$13,971,691. Spirits, oils and beverages exported from Italy decreased from \$21,033,890 in 1915 to \$9,437,978 in 1916.

## PERU.

**SOAPS AND PERFUMERY.**—Consul General Handley, at Callao-Lima, reports these imports into Peru in 1914: Paraffin and stearin, \$121,108, a decrease of \$50,000 from the previous year; perfumery, \$146,672, a decrease of \$62,000; laundry and toilet soap, \$84,098, a decrease of \$20,000. He reports the demand for American goods to be growing.

"COLLAPSIBLE  
TUBES and  
everything for  
their use"



Don't forget that the **STANDARD KEY**  
is—"THE KEY-TO-THE-SITUATION"  
ASK US ABOUT IT

## Collapsible Tubes ALL SIZES Plain and Decorated

Your present label reproduced directly on the Tube, or we will prepare new designs and submit for your approval.

Advise us the size tubes you desire and let us send you samples—Our prices will surprise you

**Standard Specialty and Tube Company**

MANUFACTURERS OF

**Collapsible Tubes and Metal Specialties**

New Brighton, Pa.

## Natural and Synthetic Products Produced by Reliable Makers

Natural Flower Perfumes  
Geranium, African and Bourbon  
Bois de Rose Femelle  
Ylang Ylang Manila  
Sun Bleached Beeswax

Neroly Bigr. Petales  
Neroly Synthetic  
Civet Synthetic  
Hyacinth Synthetic  
High Grade Stearines

Raw Materials for Perfumers, Makers of Toilet Preparations and Soaps

**INNIS, SPEIDEN & CO.**

**46 Cliff Street, New York**

Branches: CHICAGO

BOSTON

PHILADELPHIA

## H. C. Fox & Sons, Inc.

MANUFACTURERS  
OF

## Glass Bottles

FOR

Perfumers, Druggists  
and Chemists

FACTORIES AND GENERAL OFFICE  
Schuylkill Ave. and Catharine St.  
PHILADELPHIA, PA.

108 Fulton Street  
NEW YORK

15 India Street  
BOSTON

"Tell or show us what you want, and we  
will make it." Can furnish any bottle  
"Made in America."

## Imperial Metal Manufacturing Company

Carl Bomeisler, Prop.

81-83-85 Sunswick Street  
Long Island City, N. Y.

Manufacturers of  
**The Imperial Leak Proof  
Sprinklers**

"Patented July 7th, 1914."

## CLASSIFIED ADVERTISEMENTS.

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free to advertisers and subscribers, to all others 25c. per line per insertion. Cash with order. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

### BUSINESS OPPORTUNITIES

**FOR SALE**—J. H. Day 200 lb. Sifter and Mixer; Day Packer, including tubes and augurs for all-shape cans; Tape Moistener; Topping Machine; Power Machine for bottoming fibre cans; 65,000 4 oz. tin cans; 10,000 Bath cans; 10,000 lb. cans; 12,240 4 oz. bottles. Write American Mineral Co., Johnston, Vt., for particulars.

**WANTED**—Day Pony Mixer, state price and condition. A. J. Clapham, 56 Pine street, New York.

**WANTED**—25- 50-gal. enamelled lined mixer for liquids. State price and condition. Address B. O. No. 375, care of this journal.

**FORMULAE** for household remedies, toilet articles, etc., for sale. Apply B. Armstrong, 414 Fry St., St. Paul, Minn.

We call on Drug, Department, and General Stores also Barber Supply and Confectionery. Commission accounts solicited. Would buy job lots at a price. Red Lion Chemical Works, Mfrs. Agents, Norfolk, Va.

**WANTED TO BUY**—One or more copies of Die Moderne Parfumerie by Mann, in good condition. State price and edition. Address B. O. 373, care of this journal.

**WANTED**—To purchase quantity of one-dram screw neck and patent Lip Homeopathic Glass Vials for cash. Address B. O. 361, care of this journal.

**RARE opportunity** to obtain at a sacrifice, an up-to-date factory, fully equipped with modern power machinery, making rouge and powder compacts and advertised line of toilet articles together with stock, materials, supplies, etc. Running plant, going business. Good reasons for selling. Address B. O. No. 364, care of this journal.

### HELP AND SITUATIONS WANTED

**EXPERT SOAP MAKER WANTED**—We desire to get in touch with a man thoroughly experienced in the manufacturing of scouring soaps, and who could compound from our formula a soap for cleaning precious or other metals. This is a position where such a man would have charge of the manufacture and the direction of the help necessary to produce the product.

Only those who have had wide experience as practical men will be considered. Write us fully of your experience, your present place of employment, the salary you would desire, your age, and all your references.

This is an opportunity to become associated with a con-

cern with ample capital and of the highest business standing, and a personal interview will be arranged with those whose qualifications merit it. All answers will be treated strictly confidential. E. T. Wells, 449 Fourth Ave., New York, N. Y.

**WANTED**—Chemist experienced in the manufacture of Essential Oils and Synthetic Perfumeries. Opportunity to superintend manufacture. Address H. W. No. 350, care of this journal.

**SOAPMAKER and Perfumer**, thoroughly experienced in the manufacturing of all kinds of soaps, perfumeries and by products; 12 years' experience in glycerine recovery and perfect analyst, at present in charge of factory department, is open for engagement with one month's notice. Best recommendations. Address S. W. Box 372, care of this journal.

**WANTED**—Chemist and perfumer of exceptional ability. Must have experience in the manufacture of pharmaceutical products, high-grade perfumes and toilet articles. Salary \$4,000 per annum. Address H. W. No. 374, care of this journal.

**POSITION WANTED**—Perfumer with 15 years' experience in the manufacturing of all kinds of toilet creams, hair tonics, powders and synthetic oils. Best references. Address S. W. No. 376, care of this journal.

**WANTED man** who will take over the sales promotion of a line of superb toilet articles selling at popular prices, must have funds to carry himself and have the highest recommendations as to integrity and ability. To such a one exclusive control, liberal terms and credit will be given. Address R. L. L. Warner, 8 Fourth Ave., Brooklyn, N. Y.

**SALES and advertising manager**, traveling salesman, buyer of raw materials, factory supplies and premiums seeks good opening. Thoroughly experienced and capable. Clean record. Correspondence invited. Address S. W. No. 369, care of this journal.

**POSITION WANTED**—By man of achievement, with twelve years' experience introducing efficiency and economy, cutting costs, securing maximum production, driving out waste and inefficiency, and strengthening organization for manufacturing and commercial enterprises. Address S. W. No. 370, care of this journal.

**PARTY**, representing New York Essential Oil House for Chicago and adjacent territory and who has office in the loop, would like to hear from some good house, manufacturing requisites for Extract Manufacturers, Soap-makers and Perfumers, who desires Chicago representation on commission basis. Would consider good line Tales, Boxes and Bottles. Highest references. Address S. W. Box 371, care of this journal.

### A. ALEXANDER

Consulting Chemist and Perfumer

Manufacturing Processes Improved. Formulæ for Toilet Preparations and Fine Perfumery. Factory Efficiency. New Plants Equipped.

188 St. Nicholas Avenue.

NEW YORK CITY

## YOUR PERFUME IS JUDGED BY YOUR SOLVENT

Many women who object to the smell of "too much alcohol" in their perfumes do not really notice the alcohol itself, but rather the impurities.

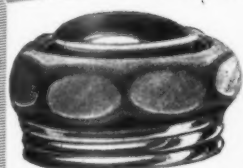
## Use Graves' XXX Extra French Cologne Spirit

and the retail buyers will get the correct impression of the brains and effort you have put into the goods. What is the use of buying fine oils and concretes if you do not bring out the delicate character in the right spirit?

TRY A 5-GALLON LOT!

C. H. GRAVES & SONS

BOSTON, MASSACHUSETTS



No. 116



No. 47



No. 167



No. 148



No. 171 OPEN. PAT. APD. FOR

## BRASS GOODS MFG. COMPANY

539 Union St., Brooklyn, N. Y.

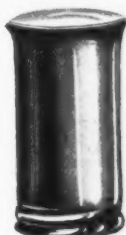
Designers and  
manufacturers  
of Sheet Metal  
Specialties—  
such as Caps for  
Talcum and  
Tooth - powder  
Cans and Jars,  
in Brass—Pol-  
ished, Nickel-  
plated, &c.—  
and other met-  
als.



No. 188 OPEN. PAT. APD. FOR



No. 171 CLOSED



No. 138



No. 188 CLOSED



No. 97



No. 123



No. 140



No. 72



No. 47



No. 150



No. 162—SELF-CLOSING CAP



No. 157



No. 84



PIONEER MANUFACTURERS OF SYNTHETICS  
MADE IN U.S.A.

Give US the opportunity and we will serve you  
to your satisfaction.

We offer the following:

## Geraniol

*(Highest Quality on the Market)*

## Citronelol Pure

*(None Better Made)*

## Rhodinol Pure

*(Particularly Adapted for Use in Rose Products)*

## Benzyl Acetate

*(Free from Chlorine)*

## Terpineol Acetate

*(Works Out to Advantage in Bergamot Compositions)*

## Terpineol Pure

*(Our Own Manufacture)*

Chicago Representatives: COOPER & SHUESLER, 8 S. Dearborn Street

S. ISERMANN  
SECRETARY  
AND  
TREASURER

*Van Dyk & Co.*  
INCORPORATED 1904

4-6 PLATT STREET  
NEW YORK  
CITY

GUARANTEED NOT TO BECOME RANCID

# ZINC STEARATE

U. S. P. QUALITY

For Dusting Powders and Pharmaceutical Purposes

COLORED STEARYTES

For Tinting Face and Toilet Powders

NEUTRAL SOAP POWDERS

For Toilet Preparations

CHEMICALS

DRUGS

## SPECIAL NOTICE

We take pleasure in announcing that we have changed our name from The Bendick Co. to **THE STEARYTE CO., INC.**

We have made this change of name to keep our friends from connecting us with the former Bendick Co., Inc., which was purchased by one of the incorporators of The Stearyte Co., and continued under the name of The Bendick Co. up to the present.

The organization which purchased The Bendick Co., Inc., gave up the manufacture of Toilet Preparations long ago. **WE DO NOT BELIEVE IN MANUFACTURING IN COMPETITION TO OUR FRIENDS.**

We have greatly increased our manufacturing facilities and have extended our field into the Import and Export trade.

The **WONDERFUL IMPROVEMENT** in our manufacturing facilities for **ZINC STEARATE** and **OTHER PRODUCTS**, as well as the extension of our purchasing connections abroad and at home, permit us to **MANUFACTURE** and **PURCHASE** with the highest possible efficiency, thereby enabling us to quote **LOW PRICES** and produce the **HIGHEST QUALITY PRODUCTS**, which only efficiency and careful supervision can produce.

We have established an advisory board of several chemists, of broad experience, and would be glad to give our friends the benefit of this service, and assist them in the manufacture of their various pharmaceutical or toilet preparations.

**PRICES ARE CHANGING FROM DAY TO DAY, AND YOU MAY BE PLEASANTLY SURPRISED, SHOULD YOU ASK FOR QUOTATIONS AND SAMPLES, WHICH WILL BE FORWARDED UPON REQUEST.**

## IMPORTED RICE STARCH (Pure)

Finest Quality, Impalpable and Neutral

## VELVO STEARYTE

The Great Adhesive for Face Powders

**THE STEARYTE CO., Inc., 312-14 E. 22d St., New York, N. Y.**

**"CABLE"**

"Somewhere" in France, August 18th, 1916.

The Union Distilling Co.,  
Cincinnati, Ohio.  
"Repeat last order."

\* \* \* \* \*

An Eminent Manufacturer of Perfumery.

We DO feel proud of the compliment paid to the high quality of our "REFINED NEUTRAL COLOGNE SPIRITS"—190 proof, U. S. Government Standard or 95° Gay-Lussac French Standard.

*The Union Distilling Co.*  
CINCINNATI, OHIO.

**WOOL AND VELOUR  
POWDER  
PUFFS**



We specialize in  
Mignonettes

Powder puffs to fit any style or shape of box.  
Samples and quotations upon request.  
Prompt delivery.

**FRENCH FLOWER IMPORTING CO.**  
118 East 28th Street, New York City

**PINE OIL**

Steam Distilled  
Highest Chemical Purity

SOLE AGENTS  
for Leading Brands

**GENERAL NAVAL STORES CO.**  
175 FRONT STREET  
NEW YORK

**REGISTER YOUR TRADE MARKS**

The Supreme Court of the United States has recently decided that an *unregistered* trade mark is a protection in those States only where commerce has been done under the mark. If, for instance, your trade has been limited to the Eastern states, another manufacturer may later innocently adopt your trade mark in the Western states and prevent you from extending your business under the trade mark into those States.

Our trade mark department answers all your questions, and conducts special searches in the U. S. Patent Office for a moderate yearly fee and also handles separate cases.

Write for full particulars and save money and annoyance.

**Trade Mark and Patent Dept., Perfumer Pub. Co.**  
80 MAIDEN LANE  
NEW YORK

**Laurier**

(TRADE MARK)

**Synthetics**

**JASMAROME**—An all-around product, amply good for perfumes and toilet waters; not too good for powders, creams, etc.

**MELILOTUS**

(Red Clover)

**LONICERA JAPONICA**

(Honeysuckle)

**INCENTIA**

(Oriental)

**KRISTEFF OTTO OF ROSE**

Shipped by Kiril Kristeff, Stara-Zagora, Bulgaria. Established 1884.

An oil that is giving satisfaction.

*PROMPT DELIVERIES GUARANTEED*

*Write for Quotations*

**RUSSELL & COMPANY****99-101 BEEKMAN ST.**

Phone 1514 Beekman

**NEW YORK****We Handle These Books**

Chemistry of Essential Oils and Artificial Perfumes (Parry).....	\$5.00
Chemistry of Perfumes (in French) (Jeancard) .....	2.50
Cosmetics (Koller) .....	2.50
Hydrogenation of Oils (Ellis).....	4.00
Industrial Chemistry (Rogers & Aubert) .....	5.00
Le Parfum Chez la Plante (in French) (Charabot) .....	2.00
Les Principes Odorants des Vegetaux (in French) (Charabot).....	2.00
Manufacture of Perfumery (Deite)...	3.00
Modern Formulary (Cummings).....	3.00
Modern Perfumery (in German) (Mann) .....	5.00
National Formulary (net).....	2.50
New Standard Formulary (Hiss & Ebert) .....	5.00

Perfumes and Cosmetics (Askinson). \$5.00	
Pure Food & Drug Laws (Westervelt) .....	7.50
Scientific American Cyclopedia of Formulas .....	5.00
Soaps, Candles and Glycerine (Lamborne) .....	7.50
Soapmaker's Handbook (Brannt)....	6.00
Textile Soaps and Oils (Hurst).....	3.00
Thornton on Pure Food and Drugs..	7.50
Toilet Soaps (Deite and King).....	5.00
Twentieth Century Book of Recipes, Formulas and Processes.....	3.00
U. S. Dispensatory.....	7.00
U. S. Pharmacopoeia* (net).....	3.00
Volatile Oils (Gildermeister and Hoffman) .....	5.00

\*Ninth Revision.

**Perfumer Publishing Co., 80 Maiden Lane, N. Y.**

# TOMBAREL FRERES, GRASSE (FRANCE).

IF YOU HAVE NOT YET SEEN

## GOOD JASMIN

TRY

### Tombarel's "Jasmin Supreme"

The best Natural Essence of Jasmin.

QUALITY UNRIVALLED.

Product frequently imitated never equalled.

Perfumers should write for Samples and Price to:

**National Aniline & Chemical Co.**

100 William St. New York  
157 W. Austin Ave. Chicago

### COMPAGNIE DUVAL IMPORTERS & MANUFACTURERS

NATURAL AND SYNTHETIC  
FLOWER PRODUCTS



#### SOAP PERFUMES

Which Do Not Decompose

LILY OF THE VALLEY, HONEYSUCKLE,  
VIOLET, HELIOTROPE, WHITE ROSE, ETC.  
OILS FOR HOUSEHOLD SOAPS FROM 45c. LB. UP

#### SYNTHETIC FLOWER OILS

HIGHEST QUALITY—MOST ECONOMICAL

NARCISSUS OEILLET WALL FLOWER  
JASMINE NEROLI SYRINGA ETC.

#### AROMATIC CHEMICALS

GUARANTEED PURE

PRICES AND SAMPLES  
ON REQUEST

CONTRACTS  
SOLICITED

177 WILLIAM ST., NEW YORK

### WINTERGREEN LEAF OIL

distilled from Wintergreen leaves.

### OIL OF SWEET BIRCH

distilled from the bark of the black-birch  
brush.

DIRECT FROM DISTILLER

Guaranteed Absolutely Pure

WRITE FOR QUOTATIONS

**JOHN T. STOTZ**

Distiller

Brodheadsville, Monroe County, Pa.

(In the Heart of the Wintergreen Growing Country)

ESTABLISHED 1876

BALSAM PERU TRUE  
CASTILE SOAP POWD.  
CUTTLE BONE POWD.  
PRECIPITATED CHALK

COCOA BUTTER  
MENTHOL  
ORRIS ROOT POWD.  
RICE STARCH (English)

OXIDE of ZINC  
STEARATE of ZINC  
WHITE WAX  
WILLOW CHARCOAL

### OLIVE OIL

Est'd 1910

**H. R. LATHROP & CO., Inc.**

88-90 N. Lexington Ave.  
Asheville, N. C.

110-116 BEEKMAN ST. and 194 WATER ST.  
NEW YORK

Phones { 2836  
Beekman 2837  
2838

Amsterdam, Holland



WE GUARANTEE

HIGHEST QUALITY

# STEARIC ACID

HARD, WHITE, ODORLESS

RUB-NO-MORE-CO.

FT. WAYNE, IND.

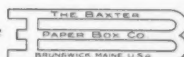
## Paper Boxes

We have made Powder  
Boxes for the Drug and  
Perfumery Trade for  
nearly fifty years.

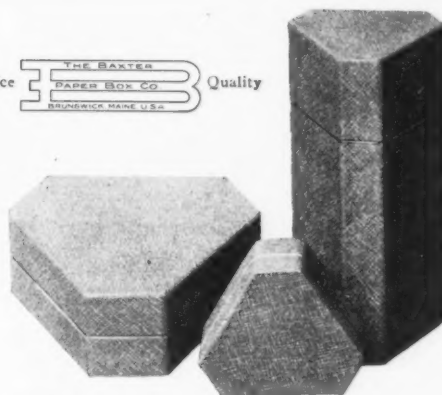
**WE SOLICIT YOUR  
INQUIRIES**

**EUGENE K. PLUMLY**  
PHILADELPHIA, PA.  
N. E. Cor. Broad and Federal Sts.

Service



Quality



DESIGNERS AND MANUFACTURERS  
OF

## PAPER BOXES

We duplicate your sample or build model to  
your specifications.

Our service is yours for the asking.

**THE BAXTER PAPER BOX CO.**  
BRUNSWICK, MAINE, U. S. A.

# NOW

is the time to look over your stock of

## Rouge <sup>a</sup><sub>n</sub>d Powder Compacts

We make, at our laboratory, high-grade French process products under customer's special label and box.

Write for samples and prices

**JULIUS SCHMID**

470 Fourth Ave., New York, N. Y.

# TALC

## HIGHEST GRADE

Buy Direct of the

**UNION TALC CO.**

MANUFACTURERS

132 Nassau St.

New York

Headquarters on

# WAX

all kinds

**Beeswax, white and yellow**

Stearic Acid, Bayberry Wax, Ceresine, Carnauba, Paraffine, Water-White Mineral Oil, Spermaceti, Japan Wax

**Pearl Floor Wax Polish**

We solicit your inquiries

**E. A. BROMUND CO.,**

356 West Broadway

New York City

# Crouch & Fitzgerald

177 BROADWAY, NEW YORK



**SAMPLE TRUNKS AND CASES**

# BOOKS

When you want any book on perfumes, soaps, etc. write us.

**Perfumer Pub. Co.**

80 Maiden Lane  
NEW YORK



## Powder Puffs

AND MAKE-UPS



We carry in stock all styles of Powder Puffs for vanity boxes and also make to order any special style wanted. A full assortment of Eyebrow Pencils, Lip Pomade, Powder Books, Concrete Powder, Nail Polish, etc. We make a specialty of private brands for Eyebrow Pencils, Lip Salves, Rouges, etc.

**MAURICE LÉVY**

IMPORTER

15 and 17 West 38th St.

New York

## KARL KIEFER PERCOLATING EQUIPMENT



50 gallon size

Made in 50, 100 and  
200 gallon sizes.

This equipment is what you have wanted for years.

With it you can percolate your goods in one quarter to one tenth the time now required.

There is no loss due to evaporation as the equipment is air tight.

The full strength of the herbs is extracted in less time and more uniformly than by the old method.

The continuous circulation also acts as a filtration process, with the result that the product when finished is practically clear. The filtering is then a simple and rapid process. Write for particulars.

Our Engineering and Efficiency Dept. can aid you in all departments of manufacturing and bottling.

**THE KARL KIEFER MACHINE CO.**  
CINCINNATI, O.

*"From laboratory direct to manufacturer"*

GERANIOL, GERANIOL C, ROSE  
GERANIOL, GERANIOL ACETATE,  
RHODINOL, RHODINOL ACE-  
TATE, RHODOL and Other  
Rose Bases.

AMYL SALICYLATE, LINALOOL, LINALYL  
ACETATE, LINALYL FORMATE, ETC.

ARTIFICIAL OILS OF  
BERGAMOT, GERANIUM, LAVENDER,  
NEROLI, JASMIN, YLANG YLANG, ETC.

PLYMOUTH STEARATITE  
An improvement on all other Stearates. A  
wholesome, velvety improver for Talcum  
and Face Powders.

*Samples and prices on request.*

**M. W. Parsons Imports  
and  
Plymouth Organic Laboratories**  
65-67-69 Ann St., New York

**A. D. SMACK CO.**

80 John St.,  
NEW YORK

ALL GRADES OF

**VANILLA BEANS  
TONKA BEANS**

**GUMS**

Arabic Tragacanth  
Crude and Powdered

**POWDERED KARAYA GUM**

## FORESIGHT

You are avoiding trouble and financial loss when you place your orders for Rouge and Powder Compacts with firms having experienced chemists.

We can positively prove to you that our chemist is a specialist on French Rouge and Powder Compacts, eyebrow pencils, lip sticks, etc. **HE HAS CREDENTIALS.**

Our record for **QUALITY** and service is unsurpassed, and you make **PLEASED** customers.

Write for samples and prices.

### PHILIP MUNTER COMPANY

Largest French Rouge Makers in U. S. A.

54-58 East 9th Street, New York

Western Representative: KARL MAYER  
1849 North American Bldg., Chicago

## Descollonges Freres

LYON (Croix-Luizet) France

MANUFACTURERS OF

Synthetics for makers of Perfumes,  
Soaps and Toilet Preparations.

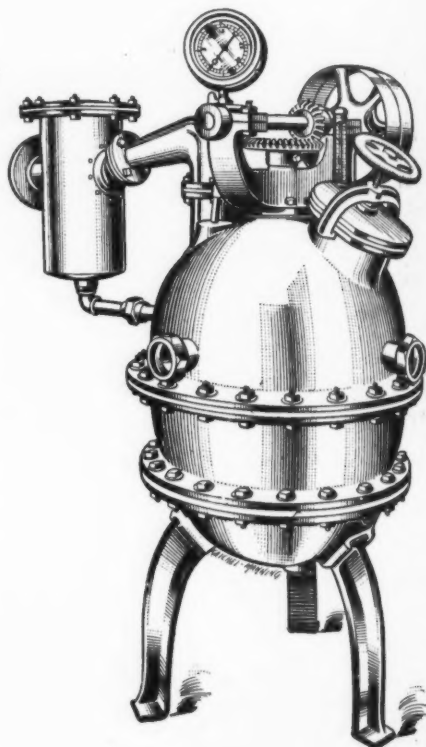
### A NEW PRODUCT RHODINOLN

The Finest Rhodinol Made  
\$18.00 PER LB.

Sole American Agents

**BENJ. FRENCH, Inc.**  
375 FULTON ST., BROOKLYN, N. Y.

'Phone Main 6626.



Vacuum Apparatus  
Steam Jacketed Kettles  
Porcelain Lined Tanks  
Cast Iron  
Foundry Products  
Plain and Porcelain  
Lined  
Special Porcelain Lining

## The Stuart & Peterson Company

**BURLINGTON** **N. J.**  
New York Office, 95 Liberty St.

WE MAKE THESE TINS

E make Talcum Tins and everything else in the way of a decorated tin container—also metal signs. We pride ourselves on

FIRST CLASS WORK AND PROMPT DELIVERIES

We have the largest metal decorating plant in the world, so our prices are extremely reasonable considering quality and service.

THE TIN DECORATING CO. OF BALTIMORE

BOSTON STREET & WATER FRONT

BALTIMORE, MD.

Write us—call on us—or we will have our representative call on you

**GEORGE SCHMITT & CO. INC.**

SUCCESSORS TO

**SCHMIDT & CO.**

Art Lithographers and Printers

ESTABLISHED 1874

PERFUME LABELS, CARTONS  
AND DISPLAY SIGNS  
OF EVERY DESCRIPTION  
OUR SPECIALTY

GRAND & FLORENCE STS.

BROOKLYN, N. Y.

# RICE STARCH POWDER

Highest Grade

Impalpable

Neutral

H. KOHNSTAMM & CO., Importers

Established 1851

83-89 PARK PLACE, NEW YORK

## ROLLING MASSAGE CREAM TOOTH PASTE AND SHAVING CREAM

in bulk. We manufacture for some of the largest users in this country and Canada, and shall be pleased to know your requirements and to submit samples and prices.

C. H. STUART & CO., Perfumers and Mfg. Chemists, Newark, New York

BENZYL ACETATE

BENZALDEHYDE

BERGAMOT ART.

and other specialties for

# SOAPMAKERS

---

VAN DYK & CO.

Factory: JERSEY CITY.

4-6 PLATT ST., NEW YORK

1864

1916

**H. Marquardt & Co., Inc.**


---

 OVER FIFTY YEARS  
 DIRECT RECEIVERS
 

---

**Vanilla Beans**35 S. William St.  
NEW YORK CITYWrite Us Before  
Buying Elsewhere**Maryland Automatic  
Measuring and Filling Machines**

SAVE REAL MONEY

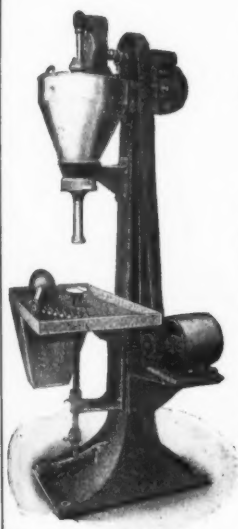
---

 Write for particulars and learn how
 

---

MARYLAND FILLING MACHINES CO.  
Baltimore, Md.**ROUGE  
AND  
COMPLEXION POWDER  
COMPACTS**FOR HIGH-CLASS TRADE  
Any size, any tint, any box.

Importers of Diminishing Mirrors and Puffs

**OXZYN COMPANY**  
ORIGINAL NATURAL ROUGE MAKERS  
126 11th Avenue, New York**STOKES  
Powder Filling  
Machines**are packing most of  
the best makes of**Toilet Powders**

on the market.

They handle any shape  
of container**Rapidly and  
Accurately**

Send for circular

**F. J. STOKES MACHINE COMPANY**  
PHILADELPHIA, PA.**MAGNUS, MABEE  
& REYNARD**

257 PEARL ST., NEW YORK

IMPORTERS and MANUFACTURERS

Essential Oils, Vanilla Beans  
and Chemicals

OFFER AT ADVANTAGEOUS PRICES:

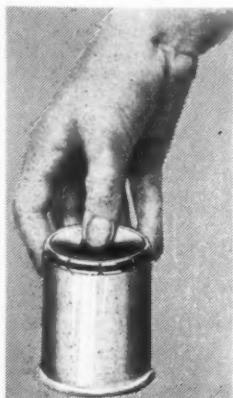
Anethol  
SafrolTerpineol  
Menthol  
(RECRYSTALLIZED)  
Thymol

OILS:

Camphor  
SandalwoodMyrbane  
Geranium  
(ALL GRADES)

CORRESPONDENCE INVITED

SOLE AGENTS IN THE UNITED STATES FOR  
**Anton Deppe Söhne, HAMBURG GERMANY**



To open "press" center

"This JAR CAP is more easily removed and replaced than a screw cap."

Stock Sizes: 1" to 3"



To close "press" outer edge

Makers of creams and other products packed in opal jars, who have tried every conceivable kind of a cap, hail the **Upressit** as a complete solution of this annoying problem. It is handsome, sanitary, oil-tight, cannot work loose, and costs even less than good corks!

Let us submit samples and prices, with or without opal jar.

**U. S. METAL CAP & SEAL CO., 107 W. 13th St., New York City**



## Use Metal Clips and Fasteners

that will satisfy your every expectation.  
They put the finishing touch to your tubes.

*Send for samples and price*

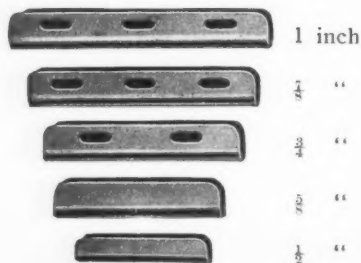
**WILL YOUR TUBES STAND THIS TEST?**

**ARTHUR COLTON COMPANY**

Manufacturers of

Pharmaceutical Machinery and Laboratory Appliances

796 Jefferson Ave., East. DETROIT, MICH., U. S. A.



Metal Clips



Hand Clip Fastener

**ACKNOWLEDGED**

best

**ROSE, for Cold Cream**

is ROSE "E," lbs. \$24; trial ounce \$1.60. Used by successful Cream-makers. 4 oz. to 100 lbs.

**Like the Imported  
Lilas de France Oil**

lbs. \$24; trial ounce, \$1.60.  
For Toilet Water,  $\frac{1}{2}$  oz. Oil to gallon, with 50% Spirits.

For highest grade, use  $\frac{3}{4}$  oz. to gallon, and 75% Spirits.

Any Oils desired, all odors, for scenting Toilet Preparations and for making Perfume Extracts and Toilet Waters, write to us.

Would like to show you superior goods, at money-saving costs. Write for sample of what you are interested in and lists.

**EVERGREEN CHEMICAL CO.**

Established Since 1898

171 BROADWAY, N. Y.

**ROUGE BOXES****FACE POWDER BOXES**

MADE IN MANY STYLES BY

**BEGGS & GRAHAM**

SPECIALISTS IN

**PAPER BOXES**

200-208 Chancellor St. Philadelphia

Pacific Coast Agents:

**COAST TRADING COMPANY**

San Francisco

**MAURICE FOX**

OVER 30 YEARS

**CURER  
VANILLA  
BEANS**

These goods are known as South Americans

**BASSE TERRE  
GUADELOUPE**

F. W. I.

New York Office, 60 E. 42nd St.

Write us before buying elsewhere

**LILAC 707**

tells its own story.

\$24.00 lb.

Sample ounce, \$1.60.

$\frac{1}{2}$  oz. to gallon, 50% Spirits.

**L. A. VAN DYK**

Manufacturing Chemist

90 W. Broadway,  
New York

440 S. Dearbon St.  
Chicago

**WHITE MINERAL JELLY**

For cold cream, camphor ice, beauty cake, etc.

**SELECT CREAM OIL**

For cold cream. Stands tests for acidity and carbonizable matter.

**PETROLATUMS**

All grades.

**PURIFIED PETROLATUM OIL**

Medicinal—white, odorless and tasteless.

**LIQUID SOAP BASE**

For liquid soap and shampoo. Formula for the asking. Coconut oil base.

Samples on application.

**PENNSYLVANIA OIL CO.**

173 N. Green St., Chicago, Ill.

**COLLAPSIBLE TUBES of Pure Tin**  
Filling, Closing and Clipping Machines

45 Locust St.

BLOOMFIELD, N. J.

SUPERFINE

**POLISHING EARTH**

used largely in manufacture of

NAIL POLISHES, SILVER POLISHES,  
ROUGES, ETC.

A pure soft white Fossil Flour, replacing the former imported German Earth.

**TAMMS SILICA CO.**

Mines & Mills  
TAMMS, ILL.

General Offices  
CHICAGO

**J. N. LIMBERT & CO.**

12 South Marshall Street  
PHILADELPHIA

**Importers  
of  
Vanilla Beans**  
  
**All Varieties**

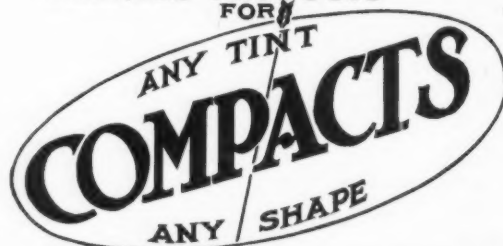
WRITE US FOR  
**BOOKS—TRADE MARKS**

**PERFUMER PUBLISHING CO.**

80 Maiden Lane

New York

**MANUFACTURING, BONNAIRE AND  
FRANCES PRODUCTS**



SEE  
**LA-FRANCE COSMETIC MFG. CO.**  
28 EAST 14th ST., NEW YORK

**EXTRA  
LIGHT**

**PRECIPITATED CHALK**

MADE IN THE U. S. A.  
Regular deliveries guaranteed

Lighter than any imported brands  
Low in price

**FILTCHAR—Special Decolorizing Carbon**

Manufacturers  
**INDUSTRIAL  
CHEMICAL  
CO.**

200 Fifth Avenue  
NEW YORK

## MASSAGE COLD GREASELESS CREAMS IN BULK

or packed as you desire under your own brand and name. Write for samples and specimen labels.

**AMERICAN PERFUMERY CO.**

195 Grand St.

NEW YORK CITY

Headquarters for  
**POWDER PUFFS**  
That Stand the Test  
QUALITY FINISH WORKMANSHIP  
SUPERIOR IN EVERY DETAIL

After you have had samples and prices from other powder puff makers, examine ours

Send for samples and prices

**UNITED TOILET GOODS CO.**  
LARGEST MFRS. OF POWDER PUFFS IN THE U.S.  
543 BROADWAY NEW YORK

## THE TOUCH THAT LEND'S DISTINCTION

Isn't that what you're striving for—to attract the best trade and more of it?

Tying your packages with Heminway's Package Silk will help a lot.

The difference in cost is ever so little—yet the difference in appearance means so much!

That's why Heminway's is now used by so many prominent perfumers.

Dental floss supplied under your own brand.

We invite your request for samples.

**M. HEMINWAY & SONS CO.**  
MILLS AT WATERTOWN, CONN.

Established 1849.

Sales Offices: N. Y., Boston, Phila., Chicago, San Francisco.

## Rouge and Powder Compacte

Superior to any other product  
Foreign or Domestic

Guaranteed not to break or crack.

Blends perfectly with the skin.

Gives color uniformly to puffs.

Popular colors always uniform, non-fading.

Special tints duplicated.

Handsome packages furnished complete with puffs and mirror, or with rouge only, at prices unobtainable from other sources.

Our equipment is perfect, our capacity the largest.

Permit us to send you sample and quote you. You will be agreeably surprised.

**R. V. D. Corporation**  
90 West Broadway,  
New York City

## J. Méro & Boyveau GRASSE (Established 1832) FRANCE

*Pure Oils  
"just as they run  
from the stills".*

*not  
"made to answer  
the tests"*

In spite of the war, our works are still open, and we have a fair stock ready for immediate shipment.

DIRECT CORRESPONDENCE SOLICITED

For your Fine Perfumes use

# WEBB'S C. P. COLOGNE SPIRITS

## JAMES A. WEBB & SON

50 and 52 Stone Street

NEW YORK

### INDEX TO ADVERTISEMENTS

Addison Litho. Co.	10	Magnus, Mabec & Reynard, Inc.	6
Alderman Fairchild Co.	21	Marquardt & Co., Inc., H.	6
Alexander, A.	30	Maryland Filling Machines Co.	23
Allen & Sons, Ltd., Stafford.	1	Maschmeijer, Jr., A.	4
American Can Co.	Outside Front Cover and 9	Mendes Co., J. D.	4
American Perfumery Co.	47	Mero & Boyveau.	4
Arabol Mfg. Co.	Inside Front Cover	Metal Package Co.	4
Bagaroff Frères & Cie.	22	Monegal, Sociedad Anonima.	7
Barrett & Co., M. L.	26	Montaland, Seve & Robert.	17 to 18
Batzouroff & Fils, Joseph.	13	Morana, Compagnie	17 to 18
Baxter Paper Box Co.	37	Muhlethaler Co., Th.	37
Beggs & Graham.	45	Munter Co., Philip.	4
Bennett & Davis.	13	Naef & Co., M.	Inside Front Cover
Bernard-Escoffier Fils	23	National Aniline & Chemical Co.	2
Bertrand Frères	Front Cover and 22	New England Collapsible Tube Co.	11
Bomeisler, Carl	29	Oil Products Co.	14
Brass Goods Mfg. Co.	31	Oxzyr Co.	14
Bromund Co., E. A.	38	Pappazoglou & Co., Botu.	3
Buedingen, Wm., & Son.	26	Peerless Tube Co.	4
Burr, Edwin H.	5, 12	Pennsylvania Oil Co.	4
Burt Co., Ltd., F. N.	27	Petcheff & Co., V.	4
Bush & Co., Inc., W. J.	25	Pfaltz & Bauer, Inc.	2
Carr-Lowrey Glass Co.	16	Plumly, Eugene K.	27
Chris Co., Antoine	4	Plymouth Organic Laboratories.	10
Christoff, Christo	20	Rockhill & Victor.	Front Cover and 22
Colton Co., Arthur.	44	Roure-Bertrand Fils	12
Court, Bruno	18	Rub-No-More Co.	27
Crouch & Fitzgerald.	38	Russell & Co.	25
Daniels, W. B.	Inside Front Cover	R. V. D. Corporation.	47
De Haen, E.	7	Sachsse & Co., E.	6
Deppe Sohne, Anton.	43	Schimmel & Co.	1
Descollonges Freres	16	Schmid, Julius	1
Dietlin & Co.	16	Schmitt & Co., Inc., George.	41
Diller, Geo. K.	2	Schmitz & Co., Dr.	3
Dupont, Justin	12	Schuster, Pablo	1
Duval, Compagnie	34	Sethness Co.	1
Elson & Brewer, Inc.	21	Smack Co., A. D.	45
Essential Oil Spec. Co.	5	Société Chimique des Usines du Rhone.	21
Evergreen Chem. Co.	45	Sozio & Andrioli.	21
Fox & Sons, H. C.	29	Sparhawk, Chas. V.	45
Fox, Maurice	45	Standard Specialty & Tube Co.	20
French Co., Inc., Benj.	40	Stanley Mfg. Co.	25
French Flower Imp. Co.	34	Stearite Co.	31
Fritzsche Bros.	1	Stokes Machine Co., F. J.	43
General Naval Stores Co.	34	Stotz, John T.	30
Gillespie & Co., Geo. H.	3	Stuart & Co., C. H.	30
Givaudan, Leon	3	Stuart & Peterson Co.	30
Graves & Son, C. H.	30	Swindell Bros.	24
Gross & Co., Geo. V.	23	Synflour Scientific Laboratories	Insert
Heine & Co.	Insert	Tamms Silica Co.	40
Heminway & Sons Silk Co., M.	43	Thurston & Braidich	1
Hugues Aine	28	Tin Decorating Co.	41
Imperial Metal Mfg. Co.	29	Toilette Products Co., Inc.	46
Industrial Chemical Co.	46	Tombarel Freres	46
Innis, Speiden & Co.	29	Ungerer & Co.	Inside Front and Back Covers, 1, 5, 20
Ising, Chas. E.	27	Union Distilling Co.	34
Jarden Litho Co., The.	24	Union Tale Co.	39
Kiefer Mach. Co., Karl.	39	United Toilet Goods Co.	42
Kohnstamm & Co., H.	42	U. S. Metal Cap & Seal Co.	44
Krause, Richard M.	15	Van Dyk & Co.	2, 46
La France Cosmetic Co.	46	Van Dyk, L. A.	37
Lathrop & Co., Inc., H. R.	37	Wheeling Stamping Co.	3
Lautier Fils	3	Whitall Tatum Co.	38
Lévy, Maurice	38	Whittaker Co., W. H.	46
Limbirt & Co., J. N.	46	Wilson, Donald	4
Lorscheider-Schang Co., Inc., The.	14	Wirz, Inc., A. H.	Outside Back Cover and 11
Lueders & Co., George.	3, 13		

.....	40
.....	60
.....	13
.....	14
.....	17
.....	18
.....	19
.....	20
.....	21
.....	22
.....	23
.....	24
.....	25
.....	26
.....	27
.....	28
.....	29
.....	30
.....	31
.....	32
.....	33
.....	34
.....	35
.....	36
.....	37
.....	38
.....	39
.....	40
.....	41
.....	42
.....	43
.....	44
.....	45
.....	46
.....	47
.....	48
.....	49
.....	50
.....	51
.....	52
.....	53
.....	54
.....	55
.....	56
.....	57
.....	58
.....	59
.....	60
.....	61
.....	62
.....	63
.....	64
.....	65
.....	66
.....	67
.....	68
.....	69
.....	70
.....	71
.....	72
.....	73
.....	74
.....	75
.....	76
.....	77
.....	78
.....	79
.....	80
.....	81
.....	82
.....	83
.....	84
.....	85
.....	86
.....	87
.....	88
.....	89
.....	90
.....	91
.....	92
.....	93
.....	94
.....	95
.....	96
.....	97
.....	98
.....	99
.....	100